

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. I. No. 8.

CHICAGO, ILL., NOVEMBER 10, 1898.

FIVE CENTS PER COPY:
ONE DOLLAR PER YEAR.

REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

E. R. ULRICH & SONS,

SHIPPERS OF CHOICEST

Milling WHITE and YELLOW CORN.

Main Office, SPRINGFIELD, ILL.

Elevators in Central Illinois on Wabash, C. & A., C. P. & St. L., and St. L., C. St. P. & Pawnee R'y's.

Elevators on the Ill. Cent. R. R.

Crocker Elevator Co.

MAROA, ILL.

PRATT-BAXTER GRAIN CO.

TAYLORVILLE, ILL.

Stations on Wabash R. R.

Wheat, Corn and Oats

SPECIALTY: White and Yellow Corn
Fresh from Farmers.

KENTLAND, IND.

MCCRAY & MORRISON,

SHIPPERS CLIPPED AND
.....OF CORN, NATURAL OATS

Our Special Brand of White Oats
is a favorite wherever tried.

Grain Warehouses at Kentland, Beaver City, Earl
Park, Morocco, Remington, Ind., and Effner, Ill.

Elevators on Wabash & I. C. R. R.

KNIGHT & SON,

MONTICELLO, ILL.

OUR SPECIALTY....
.....Shipping Corn and Oats.

H. WORK & CO.

Dealers
...In Grain,

MILLING WHEAT
A SPECIALTY. ELLSWORTH, KAN.

L. T. HUTCHINS & CO.

Grain Merchants,

SHELDON, ILL.

Elevators at Donovan, Iroquois, Milford, Ill.,
Earl Park, Morocco, Templeton, Ind.

W. G. MOORE,

Lincoln, Neb.

Elevators at
SWANTON,
BLADEN AND
WESTERN, NEB.

GRAIN

if U want

A GRAIN CLEANER

G next page

STUDABAKER, SALE & CO.

BLUFFTON, IND.

Clipped Oats, Glover and
Timothy Seeds, Milling
Wheat. Large or Small Orders.

The Greenleaf-Baker

Grain Company, ATCHISON,
KAN.

GRAIN BUYERS AND SHIPPERS.

CLUTTER & LONG,

LIMA, OHIO.

Shippers of Clipped White Oats, Corn,

MILLING WHEAT, MILLFEED,
CLOVER AND TIMOTHY SEED.

REGULAR GRAIN RECEIVERS.

R. M. ADAMS, GRAIN BROKER,

205 Merchants Exchange,

Long Distance Phone
Main 1690 M.

ST. LOUIS, MO.

DEALERS and SHIPPERS Established
Hay and Grain ...1873...

JAS. P. McALISTER & CO.

Commission Merchants,

COLUMBUS, OHIO.

Callahan & Sons,

Receivers and Shippers

GRAIN,

LOUISVILLE, KY.

Husted Milling & Elevator Co.

...BUFFALO, N. Y.

Buyers of

CORN AND OATS.

EDWARD P. MERRILL,

MILLERS AGENT

Grain, Flour and Millfeed,

2 1/2 Union Wharf, PORTLAND, ME.

Want a Good Corn Account.

Ciphers: Robinsons and Jennings.

Long Distance Telephone No. 1558.
Western Union Wire in Office.

PERCY R. HYNSON,

Shipper of Grain and Hay,

49 1/2 N. High St., Room 1, Columbus, O.

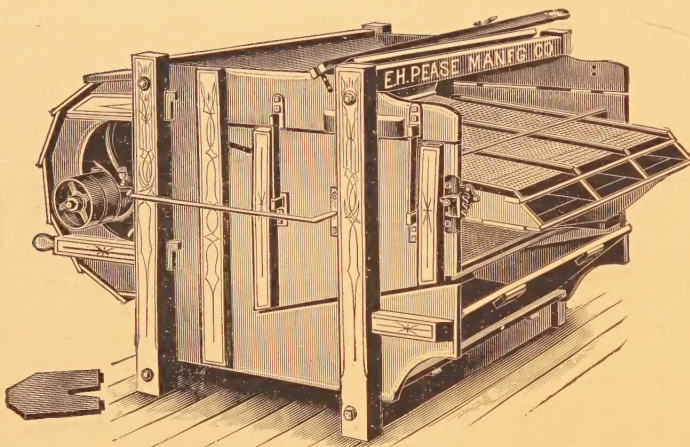
REFERENCE: Merchants & Manufacturers Nat. Bank

A Good Cleaner

IS A PROFITABLE INVESTMENT.

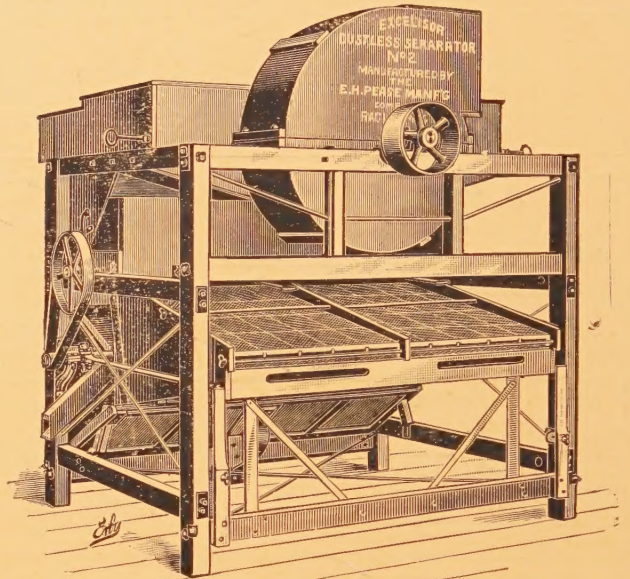
A Pease Cleaner

IS A GOOD CLEANER.

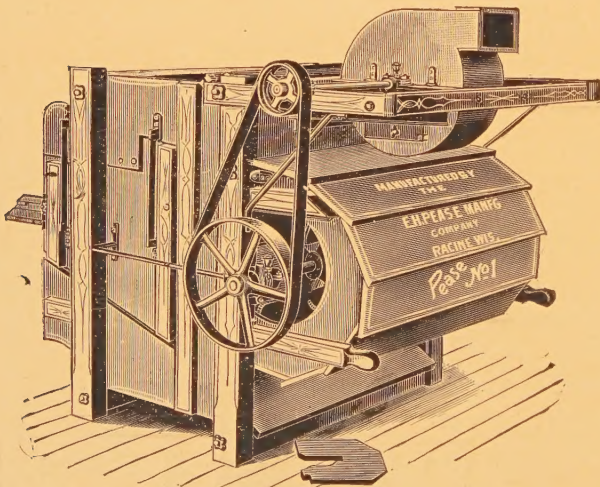


Pease End Shake Warehouse Fanning Mill.

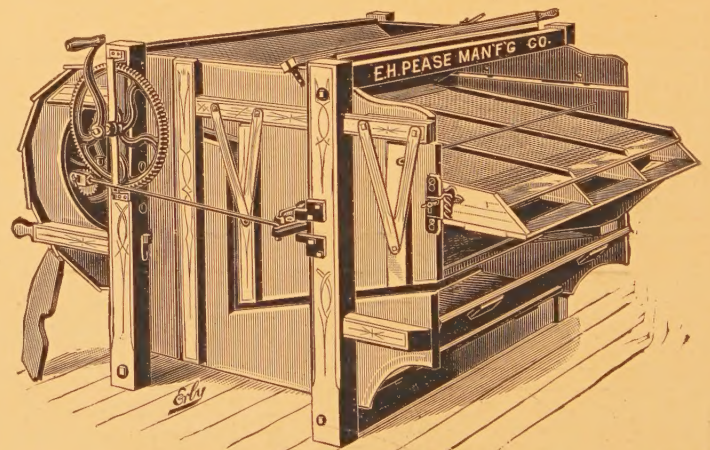
We make all sizes of cleaners for all kinds of grain. If the design of cleaner, workmanship and the quality of work done by it has any weight with you we can surely satisfy you. In addition to Corn and Flax cleaners we have the Pease Dustless Separators and Warehouse Fanning Mills, the Excelsior Dustless Warehouse and Elevator Separator, the Excelsior Separator and Grader, the Excelsior Combined Machine, and the Excelsior Oat Clipper.



Excelsior Dustless Elevator Separator.



Pease Dustless Separator.



Pease Side Shake Mill.

ALL KINDS OF POWER PLANTS, GENERAL MACHINERY AND SUPPLIES
FOR GRAIN ELEVATORS, MILLS, MALT HOUSES AND BREWERIES. ❀❀❀

Our New Catalogue No. 10 is Just Out. Send for a Copy.

E. H. PEASE MFG. CO., RACINE, WIS.

REGULAR GRAIN RECEIVERS.

Receivers who confine their business to regular grain shippers merit the patronage of such shippers.

CHICAGO.

GRAIN DEALERS....

We Want Your Business.

If you appreciate **Honest Work, Good Treatment and Prompt Returns**, consign your grain to us.

CALUMET GRAIN and ELEVATOR COMPANY, ...CHICAGO.
Arthur Sawers in charge of receiving business.

Established 1865.

L. EVERINGHAM & Co.,

COMMISSION - MERCHANTS.

Specialties:—Grain and Seeds of all kinds by sample upon their merits.

Consignments solicited; correspondence invited.

SUITE 80 BOARD OF TRADE, CHICAGO, ILL.

ROSENBAUM BROS.

Receivers and Shippers.

Correspondence Solicited.

Room 77 Board of Trade Building, CHICAGO, ILL.

JAMES P. SMITH & CO.

Grain Merchants,

417-418 Rialto Building, CHICAGO.

CONSIGNMENTS SOLICITED.

Henry Hemmelgarn.

Philip H. Schiffin.

H. HEMMELGARN & CO.

COMMISSION MERCHANTS.

Grain, Seeds and Provisions.

Rooms, 317, 318, 319 Rialto Bldg., CHICAGO.

Consignments solicited. Correspondence invited.

Gilbert Montague.

James W. Barrett.

Henry A. Leland.

MONTAGUE, BARRETT & CO.,

COMMISSION MERCHANTS,

Flour, Grain and Millstuffs. Special attention given to Consignments and Options.

6 and 8 Sherman St., CHICAGO, ILL.

Established 1871. Correspondence solicited.

CONSIGN YOUR GRAIN AND SEEDS TO

Ware & Leland, Commission Merchants,

234 LA SALLE STREET,

CHICAGO, ILL.

Orders for future delivery executed on margins.

EDWARD G. HEEMAN

IN CHARGE OF RECEIVING DEPARTMENT.

TOLEDO.

E. L. Southworth.
G. B. McCabe.
W. H. Bergin.

SOUTHWORTH & CO.

TOLEDO, OHIO.

Grain and Seeds.

Track bids offered to all regular dealers. We exclude "Scoop Shovelers."

Consignments Solicited.

J. F. ZAHM.

F. W. JAEGER.

Established 1879.

FRED MAYER.

J. F. ZAHM & CO.,

GRAIN and SEEDS. TOLEDO, O.

We make a
Specialty of
Handling Consignments.

Transient buyers and farmers need not write us.

ST. LOUIS.

DANIEL P. BYRNE & CO.

SUCCESSORS TO

Redmond Cleary Com. Co.

Established 1854. Incorporated 1887.

Grain, Hay and Seeds,

Chamber of Commerce, ST. LOUIS, MO.

E. F. CATLIN & Co.

COMMISSION,

Grain, Hay and Seeds

309 Chamber of Commerce,

Reference: St. Louis
National Bank.

ST. LOUIS.

PICKER & BEARDSLEY,

COMMISSION MERCHANTS

FOR THE SALE OF

Grain, Hay and Grass Seeds

ST. LOUIS, MO.

CHICAGO.

I. P. Rumsey.
F. P. Schmitt.
Fredk.
Dickinson.

RUMSEY, LIGHTNER & CO.

Commission Merchants,

226 La Salle Street,CHICAGO.

Special attention given to handling
Grain and Seeds in Car Lots. : : :

RALPH E. PRATT.

F. M. PRATT.

R. E. PRATT & CO.

Grain Commission Merchants,

81 and 82 Board of Trade Building,

Consignments Solicited.
Orders for Future Delivery Executed. **CHICAGO.**

T. D. Randall. Established 1852. Geo. S. Bridge.

T. D. Randall & Co.

GENERAL

COMMISSION MERCHANTS.

Grain, Hay and Seeds.

219 South Water St., CHICAGO.

MINNEAPOLIS.

GRAIN...

Make advances
on bills lading.

The Van Dusen-Harrington Co.

COMMISSION,

MINNEAPOLIS and DULUTH.

Sell by sample and make prompt returns.

The G. E. Gee Grain Co.

**Chamber of Commerce,
MINNEAPOLIS, MINN.**

WHOLESALE GRAIN and FEED

Receivers and Shippers.

CORRESPONDENCE SOLICITED.
SAWYER GRAIN CO.
COMMISSION MERCHANTS
MINNEAPOLIS & DULUTH.
PROMPT SERVICES.

CONSIGNMENTS....

Solicited from every shipper of grain in the Northwest. Liberal advances made, prompt returns and perfect satisfaction guaranteed. Choice hard milling wheat supplied to Country Mills.

DURANT, COOLEY & CO.

8 Flour Exchange, Minneapolis, Minn.

BOSTON.

G. F. HATHEWAY & CO.

3 Central
Wharf,
BOSTON.

Grain Commission

Sales made to At sight draft buyers only.

Grain, Hay, Millfeeds, Beans, Etc.

Samples and delivered prices, Boston points required
Members Chamber of Commerce 14 years.

KANSAS CITY.

HARROUN COMMISSION CO.

GRAIN

615 Board of Trade Bldg.,

..... KANSAS CITY, MO.

Root & Smith, GRAIN COMMISSION MERCHANTS,

123 Board of Trade Building,
KANSAS CITY, MO.

ELEVATOR BUILDERS.

E. LEE HEIDENREICH

Mem. Am. Inst. Min. Engrs.
Mem. W. Soc. Engrs.

Contracting Engineer.

SPECIALTY....

Construction of GRAIN ELEVATORS

In Wood, Steel or Cement.

ESTIMATES FURNISHED 541 Rookery,
FIRE LOSSES ADJUSTED CHICAGO.

WESTERN ENGINEERING
AND CONSTRUCTION CO.

Designers and Builders of

GRAIN ELEVATORS,

Contracts taken for all kinds of heavy work.
Estimates furnished if desired.

525-527 Unity Bldg., 79-81 Dearborn St., CHICAGO.

The Fowler Elevator and Car Loader

Is a recently invented machine for handling grain from farm wagons to cars or cribs direct.

There is **Absolutely no Expense** attached to handling grains of any kind, either from wagons to cars or from cribs to cars.**Low Dump**—only 28 inches high—any team can pull a load on our dump.

STATE RIGHTS FOR SALE. Address

W. A. FOWLER, WALNUT, KAN.

MILLERS NATIONAL
INSURANCE CO.

205 La Salle Street,
CHICAGO, ILL.

Chartered
1865

Cash Assets, \$656,566.76

Furnishes reliable insurance on modern elevators and their contents at about one-half the rates charged by stock companies. If your elevator risk is up to our standard we can make you a handsome saving on your insurance. Full information and financial statement cheerfully furnished. Address the

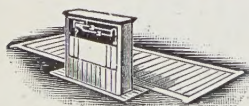
MILLERS NATIONAL INS. CO.

W. L. BARNUM, Secretary.

The GRAIN SHIPPERS'
Mutual Fire Insurance Association

Insures only desirable risks in Iowa, and has saved its policy holders in the past almost 75 per cent of Board rates. For particulars, address

F. D. BABCOCK, SECRETARY,
IDA GROVE, IOWA.



"The Standard"
SCALES.

UNEQUALLED FOR ACCURACY, DURABILITY AND SENSITIVENESS.

Mill and Warehouse
TRUCKS.

CAR MOVERS, GRAIN TESTERS, ETC.

STANDARD SCALE & FIXTURES CO.

610 North 4th St., ST. LOUIS, MO.

Experts to Test and Repair any Make of Scales.

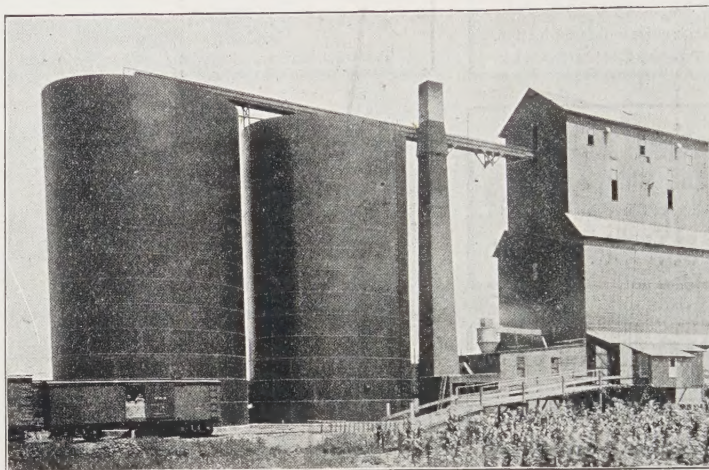
Wm. Graver Tank Works

MANUFACTURERS AND BUILDERS OF

STEEL STORAGE TANKS

...AND...

Steel Elevators



We
Build

Storage

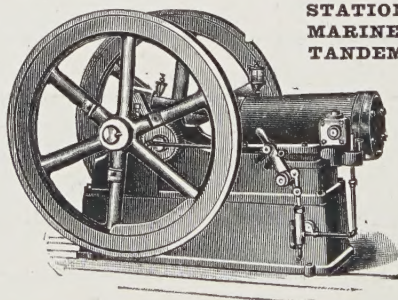
For
Any
Commodity
Of
Any
Capacity



GENERAL OFFICES,

790 Old Colony Building, CHICAGO.

The WHITE Gas and Gasoline Engine



STATIONARY 1 to 12 H. P.
MARINE 1 to 8 H. P., Single.
TANDEM 4 to 16 H. P.

SIMPLICITY!
ECONOMY!
DURABILITY!

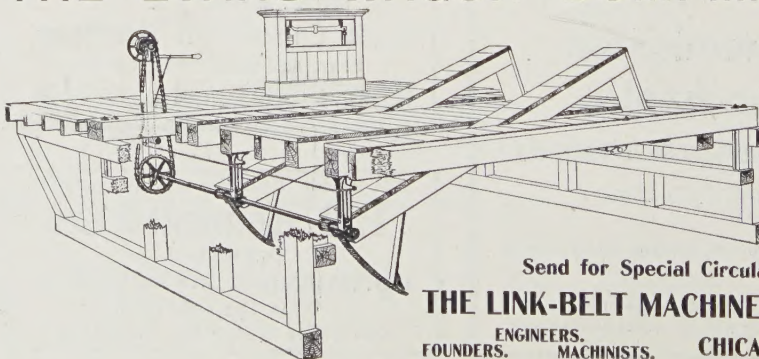
Adopted by the Elevators in the Northwest.

Globe Iron Works Co.
MINNEAPOLIS, MINN.

Mention this paper.

Send for Catalog.

THE EVANS WAGON DUMP..... PATENTED



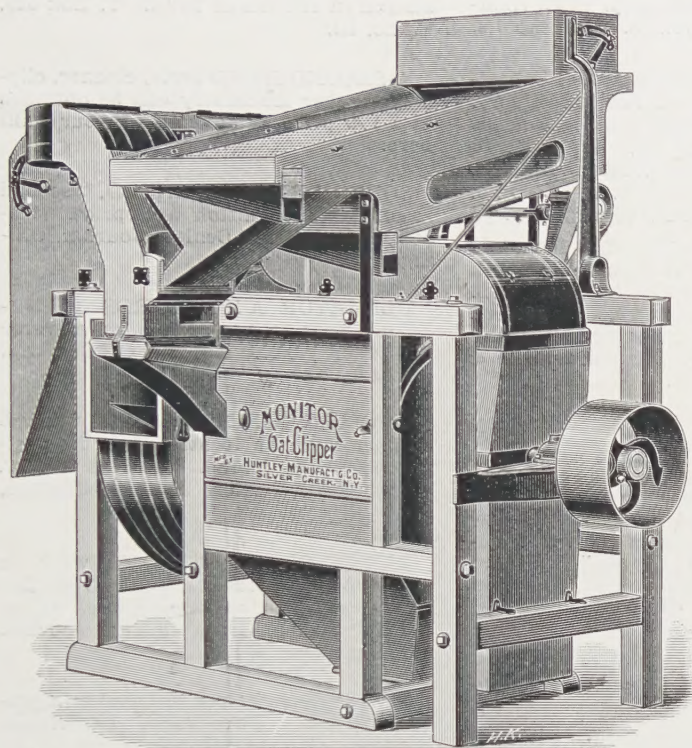
"The
Ne Plus
Ultra
in
its line."

—Quanah Mil
& Elevator Co.
Quanah, Texas
July 15, 1898.

Send for Special Circular D.

THE LINK-BELT MACHINERY CO.,
ENGINEERS.
FOUNDERS. MACHINISTS. CHICAGO, U. S. A.

...THE...
Monitor Machines
Are All High-Grade.



IT MAY COST YOU A
 LITTLE MORE TO
 BUY A

**Monitor
 Oat Clipper**

But you will have the satisfaction of knowing that you have the BEST, and when quality of work and durability is considered, by all odds the cheapest.

**Monitor Oat Clippers and
 Monitor Cleaners...**

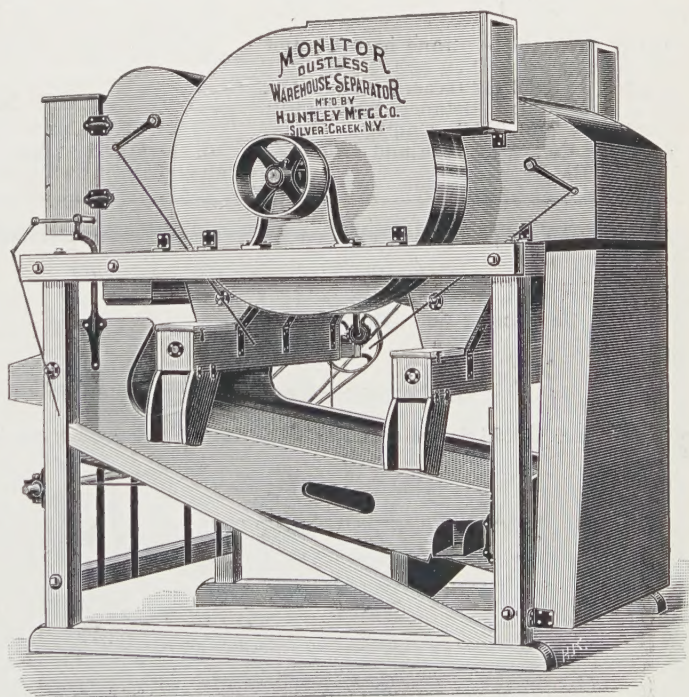
can be found in successful operation in nearly all of the leading cleaning elevators in this country.

WE MANUFACTURE....

...Monitor...

OAT CLIPPERS,
 WHEAT CLEANERS,
 ASPIRATORS,
 BARLEY CLEANERS,
 FLAX CLEANERS,
 CORN CLEANERS,
 SMUTTERS
 AND SPECIAL GRAIN
 CLEANERS AND SCOURERS.

The difference between the Monitors and other good machines for the purpose, is the difference between GOOD and BEST.



HUNTLEY MANUFACTURING COMPANY, SILVER CREEK, N. Y.

GRAIN DEALERS' EXCHANGE.

FOR SALE.

OTTO GAS ENGINE for sale, 10 h. p., 5638 Ohio Street, Austin, Ill.

NEW ERA GASOLINE Engine for sale; 15 H. P.; A1 order. E. L. Gates Mfg. Co., 68½ S. Canal St., Chicago.

NEW AND SECOND HAND GASOLINE engines for sale. All the different makes. McDonald, 72 W. Washington St., Chicago.

CORN SHELLER for sale.—New No. 4 Western Corn Sheller, will be sold at a bargain. Address J. H. Wilkes & Co., Nashville, Tenn.

AT ONE HALF VALUE.—If you want to sell a grain elevator or warehouse advertise it where grain dealers will read it. That is right here.

THE GAS AND GASOLINE ENGINE, an instructive and reference book for users and buyers. Price \$1.50. Norman Hubbard, 268 Sheffield Av., Chicago.

TWO TUBULAR BOILERS 48 inches by 16 feet, for sale at a bargain. For prices and description address Muscatine Oat Meal Co., Muscatine, Iowa.

GRAIN CLEANERS, engines and machinery not in use, which are in your way and increase the fire hazard of your plant, can be sold by advertising them in this column.

ELEVATOR ON WABASH, in Piatt Co., Ill., for sale. Perfect condition, gasoline engine, price \$2,650. Territory rich and fully cultivated. I. H. French & Co., Champaign, Ill.

LINE OF ELEVATORS for sale. We have a line of elevators and a first class cleaning house in Iowa, which must be sold together. Price \$75,000. F. J. Fox, Box 6, Grain Dealers Journal, Chicago, Ill.

IRON ROOFING.—Brand new 6, 8 and 10 feet lengths at \$1.50 per square of 10 ft. x 10 ft. Send for General Catalogue. Local and long distance telephones: "Yards 827 and 883." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

FOR SALE.

MACHINERY.—Second hand, but in first class order as follows:

One Power Grain Shovel.

Two Oat Clippers.

One 24-inch Tripper for Belt.

One Pratt & Whitney Automatic Scale.

H. W. Allen, Box 695 Silver Creek, N. Y.

FEED ROLLS; SCALES.—3 three-high Feed Rolls, 1 600-bushel and 3 60-bushel Hopper Scales at a bargain; all kinds of mill machinery. S. G. Neidhart, 110 Fifth Ave., S. Minneapolis, Minn.

GRAIN ELEVATOR for sale. Capacity 15,000 bushels. All new machinery. Stationary engine and boiler, 35 horse power. Situated on Big 4 R. R. in heart of Corn Belt of Western Indiana. For particulars address C. F. P. Box 8, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.—We have six 500 bus. Fairbanks Hopper Scales with heavy iron pillars and wood caps. U. S. Standard and guaranteed perfect. Bought at a sacrifice, we offer all or any at a small advance. Standard Scale & Fixtures Co., 610 N. 4th street, St. Louis, Mo.

SECOND HAND GAS AND GASOLINE ENGINES.—We have a big line of second hand Gas and Gasoline Engines, all in good working order, sizes from 2½ h. p. to 35 h. p. Write for prices. Local and long distance telephones "827 and 883 Yards." Chicago House Wrecking Co., West 35th and Iron Sts., Chicago, Ill.

MISCELLANEOUS.

IF YOU do not find what you want advertise for it here.

A BARGAIN.—The fact that you read the ads. in this department should be sufficient to convince you that your ad. would be read by others. Try it.

FOR RENT.

TO LET.—Space in this department, to elevator owners who wish to lease an elevator or warehouse.

WANTED.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

POSITION AS ENGINEER wanted, 15 years' experience; city license. J. E. Murphy, 1260 Ninety-fourth street, Chicago.

ELEVATOR WANTED.—I want to lease a well-equipped elevator, at good station in Illinois or Iowa. T. Box 518, Plano, Ill.

A SECOND HAND scale, cleaner, clipper or other machinery can be obtained at a low price by advertising your want here.

CORN DRIER WANTED, second hand. State condition and price. Illinois, Box 6, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND YARDS WANTED.—I want to buy or rent an elevator and stock yards. Address C., Box 313, Madison, Neb.

CHICAGO GRAIN ACCOUNT wanted. Shipper must be located right for billing points in Maine. Address Dealer, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED.—I want a small country house in Indiana or Illinois. Prefer to rent; may buy. C. A. Bryant, Box 6, Grain Dealers Journal, Chicago.

POSITION as helper in country elevator wanted. Two years' experience. Married. Can furnish references. F. R. Fredericks, Box 6, Grain Dealers Journal, Chicago.

SITUATION as buyer, superintendent, foreman, bookkeeper, engineer or helper about a grain elevator, can be secured by advertising for same in this department.

BURR WANTED.—We want a 20-inch Vertical French Burr Chopper, in good condition. Must not have been used over one year. Hager & Harp, Versailles, Ohio.

CORN SCOURER WANTED.—We want one second-hand corn scourer of 50 to 75 bushels capacity, in condition for doing good work. H. L. Strong Grain Co., Coffeyville, Kan.

HELP! If you want an elevator superintendent, a buyer, a foreman, a bookkeeper, a machine tender or an engineer, make it known to those connected with the trade by advertising your want in this department.

POSITION AS SUPERINTENDENT or foreman of terminal or transfer elevator wanted. Twelve years' experience in terminal elevators. Have first class Chicago references. T. B. Ross, Box 6, Grain Dealers Journal.

The GRAIN DEALERS COMPANY,
10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please send the GRAIN DEALERS JOURNAL for one year to

Name _____

Post Office _____

County _____

Date _____ State _____

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month at
10 PACIFIC AVE., CHICAGO, ILL.
BY THE

GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome

CHICAGO, ILL., NOVEMBER 10, 1898.

The receivers' mailing list which is not revised often is the most expensive kind of a mailing list.

More interest is being taken in Association work as the results become more apparent. But still too many are lagging in the rear.

That the scoop-shovel man must go is certain. That his going is the result of association work is also certain, a fact regular grain dealers cannot afford to overlook.

The country grain buyer who goes into the market to bid against his local competitors will profit by keeping in mind the fact, that grain well bought is half sold.

The working together of western associations for the improvement of weighing facilities, at Kansas City, gives much encouragement to the promoters of association work.

The Grain Dealers' Association of Nebraska now has a membership of 261, representing 504 elevators, which should serve to give much encouragement to the promoters of association work in that State.

If country elevator men will insist upon storing grain for farmers, they should insist upon having storage fees for the service. The room costs them money and it is right that they should receive pay for its use.

We have received several new forms of contracts used by different grain buyers in contracting for farmers grain and will publish them soon. We trust that if any dealers have contracts different from those already published they will send us copy of same for publication.

If country grain shippers would have printed on their stationery the capacity of their loading scale and the line of railroad upon which their elevator or elevators are located they would furnish information which would be of value to brokers and receivers with whom they deal.

The regular grain dealer who belongs to an association and encounters trials and tribulations and yet does not attempt to make use of the influence of the association for the remedying of the troubles which encumber him, is not in a position to say the association has done him no good.

The receiver who receives notice of a consignment without a bill-of-lading and does not give bond to secure prompt delivery of car, especially if the market be on the toboggan slide, does not always merit such consignments. The bill for demurrage, too, often drives his customer elsewhere.

Grain dealers who lend bags to Ohio farmers are complaining that many of their patrons wear both skirts and overalls bearing their firm's brand. Such persistent, conspicuous and effective advertising should be encouraged. It is cheap, and dealers can afford to furnish every farmer in the county.

It is said by an elevator superintendent who is in a position to know that much of the light grade of oats shipped from Chicago by boat contain enough clipper dust to blow the grain and vessel to Jericho. The grain inspection department's rules permit a small percentage of dirt in low grade oats and the eastern buyers seem to accept the stuff without protest.

Several of the grain dealers' associations are now compiling shortage records. The members of the organizations report shortages to the secretaries, who keep track of same and as soon as one elevator at a terminal market is afflicted with a chronic case of shortages heroic treatment is applied. This is a branch of association work that country shippers should promptly take advantage of.

Ohio, Indiana and Michigan shippers at the recent Convention in Chicago complained that eastern scales are in unusually bad order this season and that shortages are more frequent than ever. If eastern buyers desire, or expect to retain the respect and confidence of western shippers they must give their scales a thorough overhauling and displace many of the decrepit balances with improved scales of modern make.

The new attorney of the Chicago Board of Trade has rendered an opinion to the effect that a rail carrier has not fulfilled its obligations to the shipper until it has unloaded the property and that demurrage cannot be charged on hay unless a suitable warehouse is provided wherein to unload same. The Supreme Court of Texas has rendered a decision along the same line only it goes a little farther and insists that the railroad company must not only provide de-

pot facilities for all kinds of freight, but that it must also load and unload the freight onto its cars.

The plan for escaping the payment of the internal revenue tax on orders issued to farmers in payment for grain bought, which was described on page 123 of Grain Dealers Journal for Oct. 10th, seems to cover the bill thoroughly. It provides a method of conducting the business without issuing a check or order to the farmer. Many grain companies have used it and thereby saved many thousands of dollars.

Western grain shippers who credit shortages in shipments to small capacity hopper scales cannot help but be amused by a report of a western Ohio shipper who recently went to Richmond, Va., to investigate a shortage of 24 bushels. He found that the car load was weighed in 34 draughts. Then he returned home with a sad heart, feeling certain that the work of reforming the weights at Richmond was too great for one man to undertake.

The Texas Grain Dealers' Association is after the elevator weighmen of Galveston as well as the insurance companies who keep the rates so high as to be almost prohibitive. The executive committee of the Association met at Fort Worth recently and immediately decided to send Secretary Crenshaw to Galveston to investigate the matter thoroughly and report. The committee is determined to find out where lies the blame for so many complaints of shortages.

One or two of the railroads entering Chicago have at times exacted a penalty from country grain shippers for not loading cars to the full capacity. Some of the country grain shippers have acknowledged their inability to guess closely on the weight of grain and have insisted that the railroad companies put in scales so as to assist them in loading cars to the full capacity. When confronted with such a request these very reasonable carriers have promptly refunded the penalties which they had exacted.

Kansas grain dealers are the first to insist that the railroad companies should pay for the cooping of cars. Heretofore the carrier has delivered old worn out cars for the grain dealer to load his grain into and even when insisting upon his accepting the most decrepit, unsound old box that could be found, it has refused to give a receipt for the grain put into the car. The Kansas dealers take acceptance to this treatment and, desiring to cooperate the car so that all of their grain may have some chance of arriving at destination, have the temerity to charge the rail

carrier for the cost of cooping cars. Unheard of audacity! Yet how very reasonable.

At the recent convention of the Master Car Builders' Association, the marking of the light weight upon cars and having same corrected frequently, was discussed at length, the purpose being to assist train-masters in their practice of loading locomotives to a tonnage basis. If car builders recognize such a rapid change in the weight of a car, it is time grain shippers were taking some cognizance of the same change and refusing to credit the stencil weight when seeking to arrive at the amount of grain loaded into a car.

Cars have been very scarce on some lines, yet the near-sighted managers of a few of these very lines permit their cars to be detained at country stations by scoop-shovel loaders. They do this too when the local elevator man has filed application for cars, thus discommoding not only the elevator man, but the shipping public in general for the accommodation of scoop-shovel loaders, who ship a few cars a year. It is encouraging to note that the number of traffic managers indulging in this method of distributing cars is rapidly growing less.

Despite the fact that the attendance at the annual meeting of the Grain Dealers' National Association was far below what it should have been, still the many letters sent in from members and non-members indicate a more active interest in the work of the association than has been shown at any time during the last year of its existence. The work done at the meeting too was good and augurs much for the future. If the place or time of the meeting was not well suited to the members they should have promptly made their wishes known.

There is no doubt that track buying encourages and assists the scoop-shovel shipper and others who enter the grain business at irregular intervals. On the other hand, the fact must not be overlooked that those who send out track bids prefer that same shall fall into the hands only of persons who have some investment, with some slight guarantee that they will conduct their part of the transaction honorably. As yet we have not learned of a track buyer who has refused to stop sending bids to irregular shippers when requested to do so by any of the Associations. The discontinuance of track bidding, no doubt, could be brought about by the combined action of country shippers. However, it is not certain that they desire such action, although it might prove to their advantage in many cases. There are many shippers as well as receivers who are

never parties to sales at country points. We will be pleased to hear from our readers on this subject.

The Grain Dealers' Association of Kansas has taken up the shortage trouble in earnest; has established an office at Kansas City, appointed a manager and five checkmen to watch the unloading and weighing of grain shipped to that City by members of the Association. The members are now reporting to the Kansas City manager the car number, the initials, road shipped over, and contents of each car. They are also giving greater care to weighing the grain at the point of shipment. That the work will go far toward relieving the shortage trouble is certain.

Thanksgiving day is near at hand and we wish to remind the country elevator men that they should be thankful that the scoop-shovel men have not driven them out of business. They should be thankful that the different Associations are bringing them in closer touch with terminal receivers and dealers and are doing much to relieve them of scoop-shovel competition. The terminal elevator men should be thankful that the balance for this year's work will be on the right side of their books. The receivers and brokers should be thankful that trade is better than it has been for years and gives promise of continuing good.

That the combustibility of clipper dust increases with age is known to every elevator man who has handled it. Some of Chicago's cleaning elevator men seem to ignore this fact and are storing the dust in elevators for mixing purposes, thereby increasing the fire hazard of their plants. Some of them are said to have much old clipper dust on hand. If great care is not exercised in storing and handling this explosive dust the number of explosions in grain elevators due to dust explosions will surely be greatly increased. The insurance companies too may feel called upon to increase their rates. The stuff should be burned as soon as taken from the higher grades of oats.

While working to secure improved facilities for weighing grain at terminal markets, the fact must not be overlooked that the facilities at country elevators are not always the best. In fact some of the elevators have no weighing facilities whatever and the shipper depends entirely on the loading line of the car for the weight of his grain. This is a very uncertain and certainly a very unreliable method of determining the weight of grain. One could hardly base a claim for shortage on such a guess. The weight of a car varies so much with the different seasons and with the different ages of use that many mis-

takes will surely occur if its weight is deducted from the gross weight loaded. A good hopper scale is the only reliable "guesser" at the weight of grain.

ASKED AND ANSWERED

WHO MAKES EAR CORN CRUSHER? We are trying to locate the maker of a machine for crushing ear corn. There are some small machines to be had, but they will not turn out enough per day to pay. Southworth & Co., Toledo, O.

INFORMATION ON GAS ENGINES. WANTED.

Grain Dealers Journal.—I would like to know first, if a good gasoline engine is the best power for elevating grain not higher than 30 feet, and for running a cleaner, power required about two horse; second, what make is the best? third, does it require a well of water in connection with operating? fourth, could one be attached to a tumbling rod now used on a ground horse power? H. J. Dixon, Chetek, Wis.

THE SUPPLY TRADE

Rheinstrom & Co., Chicago, have a neat check tearer or ripper which they are distributing among their friends and customers.

The Webster Mfg. Co., of Chicago, has received the contract to supply the elevator equipment of the 2,000,000 bushel elevator now being built for Armour & Co., at Chicago.

The Huntley Mfg. Co., of Silver Creek, N. Y., report that it is busier than it has been before for years at this season of the year. The company is still crowded with orders and its shops are working overtime.

The American Gas Engine Co. has been incorporated at Ft. Wayne, Ind., with a capital of \$50,000. The directors are William W. Goodwin, Bordentown, N. J., O. N. Guildon, Ernest F. Lloyd, Ft. Wayne, Ind.; William H. White, New York, N. Y., and E. W. Munford, Philadelphia, Pa.

The Globe Iron Works Co., of Minneapolis, Minn., reports the following recent sales of the White Gasoline engine: to the St. Anthony & Dakota Elevator Co. 1 engine at Hollock, Pennock & Childs, Minn., and 1 at Erie, N. D., to the Cargill Elevator Co. 1 at Waverly & Delano, Minn., and 1 at Sanborn, N. D.; to Noah Adams one at Albee and La Bolt, S. D. One for the Thorpe Elevator Co. at Gary, Minn.

The Spencerian Throat and Lung Shield or dust protector is a device which is designed for use by everyone whose works or business necessitates exposure to any kind of dust. It is composed of a metal cap which fits snugly over the nose and mouth. The front has two sets of fine screens between which is placed a thin layer of absorbent cotton, in breathing, the air is forced through the cotton which acts as a filter and removes the dust from the air. This dust protector is manufactured by the Spencerian Specialty Co., Chicago.

LETTERS FROM THE TRADE

HAVE SHORTAGES IN SHIPMENTS.

Grain Dealers Journal: Our worst grievance in the grain business is the weighing at terminals or stealing on the road. At least we are obliged to take a big shortage from our weight.—Sidney Elevator Co., Sidney, Ia.

WANTS A RENTAL.

Grain Dealers Journal: I would like to see something done that will tend toward securing relief for country elevator men. We should have a rental, as it is certainly our just dues from the railroads. We are furnishing storage room and depot facilities now free for the railroads.—G. A. Pierson, Orient, Ia.

SHOULD CHARGE SCOOP-SHOVEL SHIPPERS EXTRA.

Grain Dealers Journal: I would like to see some means adopted whereby railroads will be compelled to charge scoop-shovel men and track buyers, or all those loading grain on cars who have no elevators at stations, extra charges for the use of cars.—J. W. Long, Florida, O.

TROUBLED WITH IRREGULAR SHIPPERS.

Grain Dealers Journal: We have always been troubled with men not regularly engaged in the business coming in and buying a car or more of grain when there is a chance to do better than at other times. I see no way of preventing this, except to outbid them, and we can't afford to do that.—H. W. Charles.

SHOULD WORK FOR LOADING FEE.

Grain Dealers Journal: The country dealers ought not to let up in their efforts to get a rental or loading fee. They ought to have it. If there is any possible way for the National Association to get this matter started it would make a great and successful association, even at 1½ cents per 100 in Iowa and 1 cent per 100 in Illinois.—M. McFarlin, Des Moines, Ia.

EVERY DEALER SHOULD BELONG.

Grain Dealers Journal: I am convinced that every grain dealer should belong to the associations, both for the mutual benefits and the social part of it. I find that competitors are willing to talk with each other and exchange ideas at a meeting. The associations also do away with cut-throats such as existed before we had associations.—Chas. Schreel, El Dorado, O.

WANT BETTER WEIGHTS.

Grain Dealers Journal: We notice that track bidders are paying considerable attention to whom they send bids. Such firms should have the support of all regular dealers. We would suggest to some of the Chicago bidders that they say to the elevator weighmasters, "Take a little less grain out of each car than you have been taking." We do not want to be small in this matter, and are willing to allow two or three hundred pounds on each car, but feel that anything more is too much of a good thing.—Frank Thoms & Co., Minburn, Ia.

OATS MIXED WITH OATHULLS.

Grain Dealers Journal. — I think it would be a good idea for the Grain Dealers' National Association, as well as other associations to take up the question of mixing oat hulls with oats when sending them to market. I have been on the Chicago Board of Trade floor and seen oats graded No. 3 white, that were the light weight oats taken from the oats used in an oatmeal mill, mixed with from one to two tons of oat hulls, while in the same market I had 31 pound oats stained, but sweet and cleaned through the mill graded No. 4, which was wrong. I believe that every car of oats that arrives on the market mixed with oat hulls should be graded, no grade. A. B. Poole, Rochelle, Ill.

GO SLOW ON NEW CORN.

Grain Dealers Journal.—We note, as usual, that the country grain dealers and the larger dealers in the markets seem to be in a hurry to commence handling the new corn crop. When the crop is in the best of condition it is hard to get satisfactory results from early shipments, and in our opinion the dealer that holds the farmer back this season until the crop gets in better condition than at present, will have less experience and more money than the one who rushes it into the market in its present damp condition, for no doubt most of it will grade No. 4 and no grade, until after several weeks. We

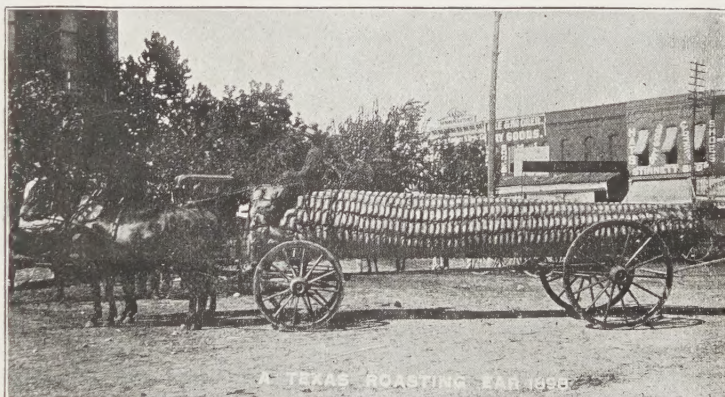
it all together, which means a depreciation of ¼ to ½ cent per bushel. He is either getting more money for his corn, better rates, or losing money.—Buckeye.

BENEFITED BY ASSOCIATION WORK.

Grain Dealers Journal: We wish to say a few words of praise for the Kansas Grain Dealers' Association. Since we became members of this association and use the association card on our cars, our shortages have been reduced to about one-half of 1 per cent. While we have had one or two cars of excessive shortages, we have promptly made claims through our short weight committee at Kansas City, and after a close investigation had our claims paid in full. We very seldom have to make complaints for off grades. We feel that we have been greatly benefited by the good work of the association, and say, let the good work go on.—Townsend & Gibbens, Andale, Kan.

A TEXAS FIRM'S BIG EAR.

Texas is a large state, and accordingly, they do things on a large scale, even to raising large ears of corn. The 6th of August was the 50th anniversary of the founding of Sherman, Texas, and the people of that city to commemorate the day, held a big celebration. We present in the accompanying cut a picture of a float in the form of a monster



A Texas Firm's Big Ear.

advise dealers to go slow until they find how it grades. E. R. Ulrich & Sons, Springfield, Ill.

HOW IS IT DONE?

Grain Dealers Journal: I am troubled with a scoop-shovel man at this station. I am offering to within ½ cent of the price I get for shelled corn on track and can dump, shell and car 1,000 bushels of corn for 50 cents labor, yet this scoop-shovel man outbids me for a party shelling near here. He receives about ½ cent for buying, ¼ cent for shoveling back in the cars, \$3 per car switch charges to shell and expenses of shelling, making the corn cost 1½ to 2 cents per bushel more shelled on the same track than mine. I have not sold a single car for as much as it has cost. I have the only dump, sheller and elevator here, and want to know where the trouble lies. How can they pay even as much as I, for I have a large dump and keep my corn separate, while he loads

ear of corn, which was gotten up for this occasion by Pittman & Harrison, wholesale grain dealers of this place. This is a very artistic piece of work, and from the picture it looks as if were an ear which had just been picked in the field, husked and mounted on trucks if such a thing were possible on such a large scale. This float attracted more attention than eighty other odd floats which were in the procession. It is a reproduction of Pittman & Harrison's trademark on a mammoth scale.

A great deal of barley is coming into Davenport, Ia., and is handed by the D. H. Stuhr and Rothschild Grain Companies. The elevators of these two companies are being filled with barley.

Alexander, Ia., has experienced a car famine, as a result of which Sylvester & Son had some 4,000 bushels of oats in one big pile, exposed to the weather and many other grain dealers were compelled to dump their grain on the ground.

THE MICHIGAN CENTRAL ELEVATORS AT CHICAGO.

Chicago has more clipping elevators and clips more oats than all the other central grain markets combined. Beside the track of each of the eastern trunk lines is one or more clipping and transfer elevators, besides a number of private cleaning and clipping houses, most of which are located so as to load into lake vessels. There are also many transfer, clipping and cleaning elevators at points near Chicago. One of the last to be overhauled, remodeled and enlarged is the Michigan Central Clipping elevator B illustrated herewith. The elevator is located in the Michigan Central Railroad Co.'s yards at Kensington, which is within the city limits. The remodeling of elevator B was done by the Western Engineering & Construction Co. F. A. Mealiff, a pioneer in the oat clipping business, operates both elevators B and A.



Michigan Central Elevators at Chicago, Ill.

Elevator A is used only for transferring. It has a receiving track and shipping track enclosed in car sheds. Under the receiving track are three hopper bottomed receiving sinks. On the receiving side are three receiving legs of large capacity. These hoist the grain from the sinks to one of the two 1,500 bushel Fairbanks Hopper Scales, which are beside each elevator head. From the scale hoppers the grain is run direct to cars, so that three cars can be loaded at a time, and while these are being loaded from the scales the hoppers of the other three scales are being filled. The elevators are driven from a shaft at the heads, friction clutches being provided for the cut-off. The house has a power plant of its own and can transfer 100 cars of grain in 10 hours.

Elevator B, which is about 125 feet northeast of elevator A, is about 40x150 feet and 130 feet high, covered with corrugated iron. On each side is a car shed extending its full length. Under the receiving track are four hopper bottomed receiving sinks. From these sinks four legs, of 5,000 bushels capacity, take the grain to the garners over the scale hoppers, one garner being provided for each hopper. From the 1,400 bushel scale hoppers the grain is dropped into any

one of four hoppered receiving bins. These bins extend from ground up 30 feet and have capacity for 2,000 bushels. From the receiving bins the grain is re-elevated by either of 8 elevator legs to the 1,400 bushel bins over the clippers, and from the four clipper bins the oats are dropped to either of the four No. 9 Monitor Oat Clippers, which have a capacity of 1,500 bushels per hour. The grain is then spouted to a large Webster Conveyor and carried to two bins beside shipping leg in middle of house. This leg has an elevating capacity of 8,000 bushels per hour. It delivers the oats direct to a No. 9 Double Monitor Aspirator from which they pass to either of three shipping scales of 1,400 bushels capacity. The grain is dropped from the scale hoppers direct to either of three cars on the shipping track.

On the clipper floor is a No. 9 Monitor Cleaner. Each machine has a dust collector attached. The dust collecting system is complete, a large fan being

used to drive the dust to the furnace of each steam plant. On each floor are dust and chaff intakes, four being on the first floor. On the first floor also is a Car Puller, four sets of power shovels, and three of Webster's Bifurcated Loading Spouts. Steam heated offices are provided for the two weighmen on the different floors; one weighman weighs in and the other weighs out. The clipping capacity of elevator B is 50 cars a day; transferring capacity 100 cars a day of 10 hours.

The entire plant is lighted throughout with incandescent electric lights. Each elevator has an independent steam plant in a brick engine house. Steam from the boilers of either plant can be supplied to the engines of the other. The dust is divided and sent to dust collectors over the furnaces of each plant, from which it is dropped and burned. The engine room of elevator A contains two boilers 14x42 and a 100 h. p. Rice Automatic Engine. The engine room of elevator B contains a 5x8x12 Fairbank-Morse Fire Pump 16x22 Chandler-Taylor Engine for running the legs and fan, and 20x42 Hamilton-Corliss, for running the clippers and car puller, and a 6x8 Westinghouse Double Piston for running the 100 light Westinghouse Dynamo. Steam is supplied by

two 16x60 tubular boilers. Superintendent A. H. Keller, who has an office between the elevators, is well pleased with the work of the remodeled house and its machinery.

SUITS AND DECISIONS

The commissioner of internal revenue at Washington has ruled that transactions in grain and provisions by members of the Board of Trade in Chicago before and after the regular Board of Trade hours in the office of the parties to such transactions and also at times on sidewalks and in the vicinity of the Board of Trade, are subject to tax.

In the suit of L. Chamberlin v. Kansas City, Ft. Scott & Memphis Ry., in the district court at Olathe, Kas., the plaintiff was awarded a judgment for \$11,750. It seems that on March 10 Chamberlin's mill, elevator, out-buildings, lumber yard, and quite a lot of wheat, corn, flax, etc., were destroyed by fire, which originated, the plaintiff claims, from a spark from one of the defendant's locomotives.

Abraham Gerber, of Baltimore, Md., has filed a bill in the Circuit Court against Morris B. Manekum, with whom he formed a partnership in the grain and feed business last June, asking that a receiver be appointed, and that the firm may be declared to be dissolved. Gerber alleges that Manekum has assumed full control of the books and funds of the concern, and has excluded him from all participation in the affairs of the firm.

Suit has been brought for \$2,000 in the Superior Court at Dover, Del., by R. H. Van Dyke v. J. W. Fennimore & Co. The plaintiff claims that during the wheat excitement of a year ago, that the defendants obligated themselves to deliver certain large quantities of wheat to the plaintiff's account at a certain stated price. Wheat, just then, took a big jump, and the defendants failed to deliver to the plaintiffs, but sold elsewhere.

The Interstate Commerce commission recently announced its decision in the case of the Listman Mill Co. against the C., M. & St. P. Ry. It states that the defendant's charges on grain originating at points on its Southern Minnesota division, milled in transit at La Crosse, Wis., and forwarded as product to Milwaukee or Chicago, are not more than 2½ cents per 100 pounds in excess of its wheat rates at La Crosse, as related to the defendant's wheat rates, or as affecting the competitive relations of complaint with millers at Milwaukee, are not unjust or otherwise unlawful.

In the suit of Minnie J. Blanchard vs. Joseph Reinhart the appellate court of Bureau Co., Ill., rendered a decision in favor of the plaintiff. This case is of special interest to land renters, tenants and grain buyers, as it places the responsibility on the grain dealer in purchasing grain from persons known as renters. It originated from the fact that Joseph Reinhart, a grain dealer, bought corn to the value of \$151.10 from John H. Hoffman, a renter on the farm of Minnie J. Blanchard. Hoffman received the money for the grain and failed to pay the rent of the farm. Accordingly Mrs. Blanchard brought

suit against Reinhart for the total amount paid for the corn.

In Ontario a farmer recently brought suit against a miller which was decided in favor of the former, and is as follows. The miller bought a load of wheat from the farmer and only examined one bag, but on emptying the rest, he found the grain to be of an inferior quality and worth 20 cents a bushel less than the bag opened, therefore, he refused to pay the price named. The court held that the sale was made of the load in bulk and that the miller should have inspected each bag before buying. He could further have protected himself by asking the plaintiff if the rest of the bags were of the same quality, but he failed to do this. The case will be appealed to a higher court.

BOOKS RECEIVED.

THE GAS AND GASOLINE ENGINE AND ITS AGE is the title of a practical hand-book of questions and answers, and reference book for the users and those contemplating the purchase of gas and gasoline engines. This book gives a historical review of the growth of the gas and gasoline engine, tells the features that are essential to the good working of a gas or gasoline engine. It also gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines and precautions in running a gas engine. Also gives a description of nearly all the prominent makes of American engines. It also contains a very complete set of rules and tables. This book is of a handy size, well bound in cloth, printed on nice book paper and profusely illustrated. The price is \$1.50 and it is published by Norman, Hubbard Co., Chicago.

WESTERN UNION TELEGRAPHIC CODE and International Cable Directory is a new publication recently issued by the International Cable Directory Company, 30 Broad Street, New York. This is a large volume of 700 pages, handsomely bound, and comprises a cipher code of nearly 150,000 words so systematized, arranged and classified as to be suitable and to meet the requirements of grain and commission men, lawyers, bankers, merchants, and in fact any class of business men who find a code necessary. The words have all been carefully selected, and those liable to lead to errors in transmission have been eliminated. To simplify matters the cable directory has three indexes. The first is an index to classified business directory. The second gives the states alphabetically, then the towns, names of firms, street address, business and cable address. The third gives a list of firms with city, state and cable address, under a classified business head alphabetically arranged. One can readily turn to any subscriber of the code at once. The telegraphic code part of the book is so complete, both as to arrangement and scope that a description in a limited space is impossible. The sum of \$12.50 entitles the subscriber to a copy of the first edition, the placing of the name, street, address, line of business and cable address of each subscriber, in the directory to be issued early in 1899, and a copy of that edition without extra charge. This book is sold at \$5.00 per copy.

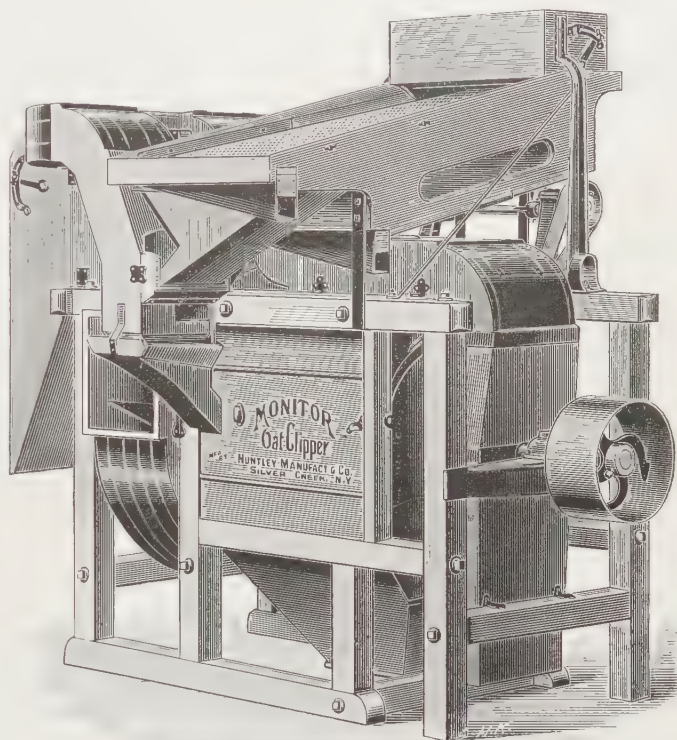
MONITOR DUSTLESS OAT CLIPPER.

The improving of grain by clipping and cleaning is ever on the increase. Country elevator men, as well as elevator men at grain centers and terminals, are continually adding to their facilities for improving grain. Improved machines are continually being brought out for this work and the progressive elevator man is ever on the alert to give any new machine which appears practicable, a fair trial. The growth of the oat clipping business has hardly kept pace with the increased demand for the improved oats shipped from the clipping houses.

A number of oat clippers have been placed on the market and some of them withdrawn. Some of the clippers now being sold are the result of years of experience and experimenting. One of these machines is the Monitor Dustless Oat Clipper, made by the Huntley Mfg. Co., of Silver Creek, N. Y. Like other

The oats are fed into a hopper over the shoe and distributed in a thin, even stream the full width of the vibrating screen which removes sticks, straws, stones and other foreign matter that cannot pass through it. On their way to the cylinder the oats pass through the first wind trunk, the imperfect oats and other light impurities being removed by the air currents as desired. A strong air current is also passing continuously through the cylinder and taking the clipper dust to the fan. As the clipped oats are discharged they are again subjected to a strong air current and all dust and light particles are removed.

The clipper can make four distinct separations. It can readily be adjusted to clip much or little, as desired. This clipper is used in a number of clipping elevators in Chicago and elsewhere and gives satisfaction. Any additional information desired regarding it may be obtained of the makers.



Monitor Dustless Oat Clipper.

machines made by this company, the oat clipper is well constructed and designed to do its work well, and rapidly.

The builders realized from the beginning that it would be necessary to make oat clippers very strong, and experience has prompted them to strengthen the machines until now they feel certain they are strong enough to do their work perfectly for years. The case is made of hardened iron, cast upon chills, thus insuring durability. Being constructed in sections, any part of it can be removed without knocking down the machine. The case is very heavy, in fact, much heavier than usually placed on machines of this character, but experience has taught that this is an advantage that must be considered. The cylinders are put in running and standing balance by a patented process. They have a center support which runs right through to the shafting, adding strength to it. The beaters, which are fastened upon the cylinders, are adjustable.

OUR COB PILE.

Prof. Lawrence Bruner, entomologist of the State Experiment Station, Lincoln, Neb., writes: "They have in this state, as in most of the other states of the Union, the corn ear worm, which is the same as the cottonwood borer that occasionally does considerable injury to the corn in fields, though it is not a stored grain pest."

The politicians of the Northwest have attempted to give all kinds of marvelous proofs that the work of the Minnesota State Grain Inspection Department is manipulated. However, the Railroad and Warehouse Commission was good enough to investigate the false charges and deny the statements which had been given out for the purpose of causing discontent among the farmers and shippers of the Northwest. There is every reason to believe that the Minnesota Grain Inspection is conducted with great care and the rules conscientiously enforced.

ANNUAL MEETING OF THE NATIONAL ASSOCIATION.

The third annual meeting of the Grain Dealers' National Association was called to order at the Chicago Beach Hotel, Chicago, at 1:45 o'clock, Nov. 2, by President Warren T. McCray, of Kentland, Ind., who delivered the following address:

It is with pleasure that I greet such an intelligent body of interested men as I see before me. We have come together today to review the work of the past year to see what is being done and to discuss plans, offer suggestions and exchange ideas of what can be done to improve and reform the many abuses of the trade in which we are engaged.

There is no business in the country today of such magnitude as ours, and there is no business in the country which is conducted by a brighter, more wide awake, energetic class of men than you will find in the traffic of buying and selling grain. These are days of close organizations in all the walks and avenues of life. Every branch of business has its distinct trade organizations or associations, which are intended to institute and promote reforms in their respective channels of trade. The country has become so large and the volume of business so immense that a single individual is entirely unable to combat the besetting evils of his business, and naturally turns for help and assistance to his trade organization.

We take the following from the report of the secretary:

The Assn. lost but one member by death, that one being J. A. Brown, of Rosenbaum, Bros., Chicago. It lost one member by the retirement of Wm. Cool, Cumberland, Ia., from the grain business, and one member by the resignation of Schreiner-Flack Grain Co., of St. Louis, Mo. The Association gained 23 members as follows: H. C. Silver, Huntington, Ind.; H. N. Kjergaard, Bruce, Minn.; J. F. Zahm & Co., Toledo, O.; Ware & Leland, Calumet Grain & Eltr. Co.; W. P. Freeman, Chicago; Daniel McCaffrey's Sons, Pittsburg, Pa.; Husted Milling Co., Buffalo, N. Y.; H. E. Reynolds & Co., Sterling, Ill.; Marine Elevator Co., Buffalo, N. Y.; L. H. Valentine, Mapleton, Ia.; Frank Thoms & Co., Minburn, Ia.; McCord & Kelley, Columbus, O.; W. F. Johnson & Co., Chicago, Ill.; W. R. Binkley, Klugfisher, Okla.; Imholt & Klesspies, Haverhill, Ia.; Adam Ritscher, Taylorville, Ill.; A. R. Mead, Linden, Ia.; J. H. Conger, Eaton, O.; W. W. Cargill Co., La Crosse, Wis.; Bourbon Elevator & Milling Co., Bourbon, Ind.; Benj. F. Carey, Freeport, Kan.; Weimer & Son, Rosewood, O.

About 85 complaints of scoop shovel competition were investigated and in most cases relief was secured for the regular grain dealer. The ordinance providing for license fees for transient shippers was adopted by several towns with good results, and the traveling scalper no longer makes business miserable for the dealers of those towns. The innumerable complaints of shortages brought about investigations which showed the small capacity hopper scales to be re-

Committee on Nominations—G. A. Stibbens, Coburg, Ia.; M. McFarlin, Des Moines, Ia.; Ed. McCue, Pittsburg, O.; A. E. Hartley, Goodland, Ind., and E. R. Ulrich, Jr., Springfield, Ill.

A motion providing for a committee on arbitration was carried. The committee has not yet been appointed.

Mr. Bergin, who was on the program for a paper on Forged Bills of Lading, being detained at home by sickness, Mr. D. G. Stewart of Pittsburg read a paper on the Variable Car Load in the Grain Trade, from which we take the following:

While one of the original members of the Association, it has never been my good fortune to meet with its representatives until this occasion. I find assigned to me as a topic, "The Variable Car Load in the Grain Trade." That has a familiar sound; many of you will recognize it as an old friend.

I am at a loss to know how to approach the subject, for I assume that it is expected that the speaker would suggest some remedy to meet the occasion. On first embarking in the grain business, shall I confess, as far back as 1873 the capacity was 20,000 lbs., and the railroad officials made dire threats of what they would do in case the cars were overloaded, which was frequently done to the advantage of the shipper. But for years back, the railroad companies have established scales, and the matter of load causes them no anxiety. Their road beds are well balasted, and the rails heavy enough to withstand any load they may be called upon to carry. You are well aware, that they prefer cars loaded to their full capacity. Such being the case, what is our remedy, and how can we establish a uniform weight which shall represent a carload of any commodity in our line of business?

Some of you with good memories may be able to recall cases where you have bought from some shipper, say ten cars of corn. Nothing further is said at the time of purchase; but I buy ten cars. As usual, the railroad companies do not furnish cars promptly, (how convenient it is to unload our shortcomings on the railroad companies). Finally the cars arrive, and in the interval, the market has declined. In that event you are liable to find 60,000 capacity cars. Should the market advance, the cars furnished will be 30,000 capacity. The shipper will contend that the cars as furnished by the company had to be loaded to their capacity. I venture to say there is not a dealer present who has not had this experience.

It is easy to recall these conditions, but to devise a remedy that shall be uniform, and adopted by all dealers throughout the country, is what we aim to arrive at. I have given this matter much thought and the only solution I arrive at, is that we shall buy quantities instead of cars. Should you buy 5,000 bushels of wheat, the shipper might send it in five cars or ten cars. We have all suffered from overloaded cars. Doubtless you can recall instances where cars could be sold to certain customers, because as is frequently the case, the country miller has not bin room, and frequently not the cash to pay for 1,000 bushel cars.

On the other hand, we are confronted by the railroad officials who insist upon the cars being loaded to their capacity. Thus we are caught between the "Devil and the deep sea." The weights established by the Chicago Board of Trade some years ago could be revised, and a new weight agreed upon, and I think an agreement could be arrived at that would be acceptable to all concerned.

To reach this result, it would require the careful consideration of a committee of both shippers and receivers, and after an agreement had been reached, it would be advisable to have it as standing matter in the Grain Dealers Journal; and in time the readers, and there must be thousands of them, would become familiar with, and adopt the suggestion.

And now, gentlemen, permit me to thank you for your patience, and I will make way for my friend, Mr. Grubbs, who stands ready holding the Bag.

E. R. Ulrich, Jr., of Springfield, Ill., followed with a very interesting paper on Uniform Rules for Grading Grain, which is published elsewhere in this number.



The Hotel Where Meeting Was Held.

The good work done by the state and local organizations in various parts of our country demonstrates what a useful field, the National association has, with its extended scope and its greater opportunities to be of benefit to its members. The various associations of our country should all work in harmony and good fellowship; sympathy should abound, and all should go forward hand in hand to reform the many imperfect conditions that today exist. Our growth and the importance of the work done during the past year will be given in detail by our able secretary.

If the association has not helped you personally, it is because you have not given it an opportunity. Our secretary has ever been willing and anxious to take up any complaint or grievance and endeavor to see that justice was done. We want you all to feel perfectly at home and remember that it is not only your privilege, but your duty, to take part in all the proceedings of this body. We want each to feel that the success of this meeting depends upon your individual efforts, and when we are through, it is my hope that we will all be benefited and our ideas enlarged by its deliberations.

The treasurer's report showed receipts from former treasurer, \$13.39; from initiation fees, \$200; from dues, \$481.55. The disbursements amounted to \$532.19, leaving a balance of \$162.75.

The report was referred to an auditing committee, consisting of D. Hunter of Hamburg, Iowa, Fred Mayer of Toledo, O., and W. D. Foresman of Foresman, Ind., who audited the books and reported the next day that they found them correct as reported.

sponsible for many of the short weights and a vigorous campaign against the use of small hopper scales resulted. Several disputed claims were settled and but one remains unsettled. Some of the rail carriers which during car famines heretofore have distributed cars according to the number of applicants, now distribute them according to the number of cars used by each during the preceding month. Other carriers refuse to permit their cars to be used for warehouse purposes and the Nebraska State Board of Transportation has made a rule which requires carriers to give cars during car famines first to those who have grain in carload lots in sight ready for loading.

The loading fee is now paid to several country elevator men in the surplus grain states and a fight will be made to secure it for any member who is afflicted with scoopshovel competition.

Over 35,000 circulars and several thousand letters have been sent out, and an earnest effort made to keep the members in touch with the work of the Association in hope of showing them how they could make use of the Association's influence.

The President then appointed the following committees:

Committee on New Members—A. E. Clutter, Lima, O.; T. W. Swift, Union Mills, Ind.; J. H. Conger, Eaton, O. and A. E. Hartley, Goodland, Ind.

Committee on Resolutions—E. A. Grubbs, Greenville, O.; M. McFarlin, Des Moines, Ia.; W. A. McCaffrey, Pittsburg; Charles S. Clark, Chicago; Fred Mayer, Toledo, O., and E. R. Ulrich, Jr., Springfield, Ill.

Chief Grain Inspector E. J. Noble of Chicago gave an account of the working of the Chicago Grain Inspection Department, from which we take the following:

The question of a uniform grading of grain is a difficult one. I do not claim to be a practical grain man, but I have the honor of being at the head of the largest grain market in the world, and at the head of an inspection department which inspects more grain than any other in the Union. The question of reducing the grading of grain to a practical basis is a broad subject and a difficult one. The shipper and receiver have a different idea as to what constitutes uniformity. If a shipper has his grain graded to his satisfaction that is uniformity with the shipper, and if the receiver has grain graded to his satisfaction, that is uniformity with him. The inspection department has to stand between the two. If a dealer can buy wheat that ought to be No. 2 and have it sold to him as No. 3, he is satisfied. To strike a medium that will be suitable throughout the country is a difficult problem. An advance in temperature, the humidity of the atmosphere, heat and cold all effect grain more or less. For instance, you take grain out of an elevator in the country and put it in a car in hot weather, let it take 3 or 4 days to come to Chicago and that grain is very liable to heat.

I believe the Chicago markets will bear us up when we say the inspection of this city is as efficient as any in the state. We are exceedingly particular in the selection of our inspectors. That the department is influenced politically in selecting its inspectors is not a fact. Every inspector has been obliged to pass an examination and been approved by Mr. Smiley, a man whose honesty and good intentions I do not believe any person questions. I do not believe there is a better judge of grain in the United States than he is. When a man is placed on our force, he receives a salary of \$150 a month, the year round whether his work is hard or light. It is a trade it has taken him years to learn. We have not a track inspector to-day but what has been in the grain business in that department for 8 years; some have been there 30 years. We cannot put a track inspector out, who has simply come up from a buyer in the country and do justice to the receiver and shipper. During the last fiscal year the inspection department graded 327,000 cars of grain.

There is not a man on the force who could be persuaded by any money consideration to raise the grade on any grain. The inspection is being done as nearly right as possible. If any one doubts this we would be pleased to have them investigate for themselves. Our office is a public office and open to all.

A paper on Reducing Barley Grading to a Practical Basis was read by Julian Kune of Chicago, who submitted samples. An animated discussion followed in which Chief Grain Inspector Noble, J. G. Smyth and Mr. Kune participated. The Chief Inspector explained that the department inspected only such barley as was ordered inspected or as passed into or out of a public elevator. We take the following from Mr. Kune's paper.

S. H. Greeley of Chicago addressed the convention on the Centralization of the Grain Trade. We take the following from his address:

We are not assembled here as Republicans or Democrats or an assembly representing any sect, denomination or creed. We are assembled as business men, shippers and handlers of grain, to consider those matters in relation to the grain trade which are of such importance to us all. There is a question for our consideration that is as broad as the continent that extends from the British Provinces to the Gulf and from the Alleghenies on the East to where the Rockies kiss the sun. It is a question not simply for the consideration of the Grain Dealers' National Association, the Illinois Grain Dealers' Association, or any single body of men, but it is a question of such vast importance that it affects not only grain men and grain producers, but merchants, manufacturers and people

in all lines of trade in this country. I refer to the public elevator trust of Chicago, the most gigantic trust in the world.

Gentlemen, we are in the midst of a vast garden, Chicago being the center. That garden stretches almost the entire breadth of our country. It is this vast garden where our credits are. It is this vast garden that makes the city of Chicago possible. Let me state that the great railroads of this country, coming from the Northwest on the one hand, and the East on the other, seeking channels of trade; coming through our state from a hundred points, on the way strike the lake, in order to go east turn the curve, and right at the curve Chicago happens to be. It is simply a natural condition that makes the city's greatness. In order to provide facilities for handling grain great public warehouses were established, and in '71 laws were passed by the State of Illinois to make it possible for the public to have every convenience in the transfer of this grain to the different markets. These great public warehouses are in the hands and under the management of men who receive privileges from the railroads. Prior to '85 conditions were such that they offered uniform competition. But in '85 or thereabouts conditions changed. Public warehouse men, the licensed servants of the state, created by virtue of necessity, ignored the object for which they were originally incorporated, and they themselves began trading in grain. As buyers of grain they carried that grain in their own warehouses. The result is, the public warehouse man, the licensed servant of the state, created by virtue of the necessity of the people, stands there enthroned a monarch, to dictate prices.

Let us go a little farther into this question and learn what the conditions are that we find the grain dealers of this country in when buyers of the East and West and 25 to 50 millions more depend on the conditions that exist on yonder Board of Trade. A man who is in a position where he pays no storage can pay more for grain than others; competition is dead. The result is the shipper gets the poor grain and the public warehouse man gets the best grain.

The Supreme Court of the state has declared that a public warehouse man cannot be a grain dealer, and the people are going to ask that the law be enforced. Now this question has got to be solved, and the farmers of this country are going to take it up. I expect to see the day when the men of the State of Illinois will appoint a committee of ten and that others will appoint committees to walk into these railroad companies' offices and demand that no special privileges be granted any man in this country. You may depend on it their request will be granted. The people never will put up with special privileges being granted any one man or class of men. It must be stopped.

WEDNESDAY EVENING'S RECEPTION.

Extensive preparations for the entertainment of visiting dealers at the hotel on Wednesday evening were made by the local dealers and receivers. A reception committee consisting of the following was appointed:

W. N. Eckhardt, of Pope & Eckhardt Co., I. P. Rumsey, of Rumsey, Lightner & Co., Arthur Sawers, of Calumet Grain & Elevator Co., Edw. G. Heeman, of Ware & Leland, L. Everingham, of L. Everingham & Co., A. Rheinstrom, of Rheinstrom & Co., Frank Maurer, of Irwin, Green & Co., James Pettit, of Peavey Grain Co., G. E. Marcy, of Armour & Co., J. G. Smyth, of Rosenbaum Bros., H. Hemmelgarn, of H. Hemmelgarn & Co., J. P. Smith, of Jas. P. Smith & Co., P. H. Eschenburg, of Eschenburg & Dalton, C. R. Clark, W. H. Merritt, of W. H. Merritt & Co., C. A. Weare, of Weare Commission Co., E. Gerstenberg, of Gerstenberg & Kroschell, H. H. Peters, of Bartlett, Frazier & Co., C. B. Slade, of Chas. Counselman & Co., F. J. Schuyler, of W. F. Johnson & Co., S. C. Scotten, of J. F. Harris & Co., Wm. Timberlake, of E. Seckel & Co., C. R. McLain, of McLain Bros., W. O. Mumford, of W. R.

Mumford & Co., W. Nash, of Nash-Wright & Co.

The grand parlor of the Chicago Beach Hotel was thrown open, Fursetti's Orchestra favored the audience with all the popular airs of the day and cigars of various brands were supplied in abundance. About 9 o'clock the dealers were called to order and Capt. I. P. Rumsey, in behalf of the local dealers and receivers, welcomed the visiting dealers to the city and expressed the hope that the meeting would prove both pleasant and profitable.

In responding, President McCray said:

I believe I but voice the sentiment of all the members of the Grain Dealers' National Association here assembled, when I express to you our heartfelt thanks for your generous hospitality and for the kind consideration and entertainment which you are extending to us tonight.

The interests of the country grain dealer and the city receiver are so closely allied and are so entirely dependent one upon the other, that there should be nothing but the best of feeling and the utmost confidence abiding in one another. The axiom that we cannot live for ourselves alone is as true in the business world as it is in the world at large. We cannot get along without you any more than you can get along without us. We are each component parts in the great chain of business affairs, in which each is essential to the success of the other.

Man is by instinct a social being, and such functions as these and such courtesies thus bestowed are the bright spots in life's drama, around which cling our tenderest memories. We will soon separate and go to our own homes and firesides, and the events of today will pass into recollections, in which the associations of this evening will be a most pleasant reflection. We thank you for this opportunity of meeting you when the cold, austere mantle of business is laid aside and we become acquainted with your warm, generous social natures, in which you appear to such good advantage. For this evening's entertainment, in behalf of the Grain Dealers' National Association, I thank you.

As the strains of Columbia were dying away, Capt. Rumsey announced that the history of Our Flag would be read by Mr. Frank P. Schmitt, Jr., son of Mr. Schmitt of Rumsey, Lightner & Co. The reading and the interesting history were enjoyed by all. The orchestra followed with the Star Spangled Banner and the party to a man then executed a cake walk to the refreshment tables.

After each had partaken to his full, they lingered in the hall, formed in groups and discussed different problems until about 11 o'clock. All enjoyed the evening and regretted that any of the visitors had been attracted to the city.

THURSDAY MORNING.

The meeting was called to order by President McCray at 10:55 and the following paper from W. R. Binkley of Kingfisher, Okla., on the Work of the Oklahoma Grain Dealers Association was read:

I have been in the grain business in this territory for the past five years as a track buyer, but only for eighteen months as a local dealer. After entering the local business, I found that the trade was subjected to many abuses. We have no territorial inspection or weighing. I soon found that our shipments were handled in such a careless manner at terminal markets, and that during the busy season we were so harassed by the scoop-shovel brigade, that there was nothing in the business for legitimate dealers.

The 15th of last March we organized the Grain Dealers' Association of Oklahoma and Indian Territories. As a result of the organization, elevators have been built at all the grain markets. The grain is prac-

tically all handled through elevators, and the scoop-shovel man has been eliminated from the field. Exporters and commission men have aided us materially by refusing to do business, except with members.

The association now controls the situation. All regular dealers are now members. A regular system prevails, where a year ago chaos reigned.

This being a new country and the local dealers strangers to each other, much of the work of the association has been to equalize the differences between members. It is not generally known that each grain station here has from five to ten buyers. This station (Kingfisher) has ten buyers, and will handle 3,000,000 bushels of wheat this season. Most of our buyers are new men in the business, and it took some effort to get them into the ranks of common-sense business men.

At the present time we are having a car famine. All elevator capacity is taken. The streets are now blocked with wagons loaded with wheat, awaiting a place to unload, much of it having been hauled for thirty, forty and fifty miles. The railroad company seems powerless to give us any relief, and we are practically doing nothing. The exporters and mills are clamoring for wheat, but there is no way to move it. Cotton is king and absorbs the few cars distributed.

A paper from E. J. Smiley of Concordia, Kan., on the Success of Association Work in Kansas was read and will be published in the next number.



Hall Where Meetings Were He'd.

F. D. Babcock's paper on What Mutual Insurance Has done for Iowa Elevator Men was read as follows:

Sitting in my office one hot day in August, 1896, trying to figure out sufficient profit from five elevators, located in the Maple River Valley (the garden spot of Iowa), to pay the premiums on a reasonable amount of fire insurance, a gentlemanly agent for the so-called "Iowa compact" stepped in to say: "I am very sorry, but the ——— Company declines to carry your risk at 3½ per cent per annum, but I will try to get it carried in some other company. I think it would be surer if you would consent to pay the regular 'board rate,' which on this risk is 3¾ per cent." Of course, I paid the rate, as insurance was necessary.

Contemplating this matter seriously, and being secretary of the Grain Shippers' Association of Northwest Iowa, whose affairs were in excellent working order, I determined to see if something could not be done to relieve the grain men of these excessive charges for insurance. A postal card vote was taken and a large number of shippers were favorable to the organization of a "mutual," which we at once set to work to accomplish. By the end of 1896 our articles of incorporation were on file with the Secretary of State and approved by the State Auditor according to law, but we could not begin business until we had the full amount of \$100,000 of risks to write. As we had no agents, it was not until September 15, 1897, that we were ready to begin business. On that date we issued our first policy and wrote risks amounting to \$103,000.

Our plan is purely co-operative. As a basis, we accept "board rates," and collect exactly one-half of them. We do not take notes, or levy any assessments, unless there are losses to pay. We write all policies for five years and collect one-half

the rate for one year, with favorable rule for cancellation at any time. We charge membership fee \$1 and policy fee \$1. Only one membership fee for five years, no matter how many policies. We will not write in one risk more than \$2,000, but will write as many risks as desired for one member if risks are detached.

This does not answer the question nominated in my subject, namely, "What Has mutual insurance done for Iowa grain men?" For those who have not placed any insurance with us, we have done nothing, except that we have enabled some of them to get cheaper insurance because we exist. For those who placed insurance with us last season, we have done more—we have carried their insurance for fourteen months at one-half of the cost for one year in the "compact" companies.

We have set apart a small surplus, and have a comfortable amount in the treasury besides. We have not grown rapidly, but have written about \$250,000 of insurance. We now write any good risk, as well as grain elevators, etc. Should we go out of business today, we have saved our policy holders over \$5,000. Fortunately, we have not yet met with any losses; neither do we want them. But if they come, as come they will, the saving we have made to date is ample apology for our existence.

We can not and do not write insurance outside of Iowa. Bankers and commission merchants accept our policies as collateral security for advances. The actual cost of our insurance for one year, which also included the expense of incorporation, and

amendment, has been on risks averaging 3 per cent board rates, 90 cents per \$100. Doubtless older insurance companies can show figures more favorable to their policy holders, but these are our figures, and they are very satisfactory to our members. We ask the co-operation of Iowa grain men who want insurance for protection and not for speculation.

A communication from Ex-Secretary W. H. Chambers was read as follows:

As the time approaches for the annual meeting of the Grain Dealers National Association, I cannot suppress a desire to attend it. I believe this feeling on my part will be appreciated by those who understand my past relations with the association and with association work. I take a very deep interest in the success of the association work in general, and more especially the National association, for the reason that to a certain degree the placing of this organization upon its area of usefulness was through my efforts, together with the staunch support of the different grain men who perceived that a certain amount of ill conditions which were acting against the best interests of the grain trade could be removed or lessened. Any improvements which have come through the workings of this organization and the co-operation resulting from the agitation brought about by this body, can only be viewed with satisfaction by those who have worked so faithfully for the advancement of the cause.

When I consider the conditions which existed three years ago with the small organization in Illinois covering practically all active association work, and then look at the eight or ten strong, prosperous and industrious organizations in existence today, representing in aggregate some three or four thousand elevators, it is gratifying that such results have been obtained so quickly and so readily. Let it be

denied by those who have pertinent reasons. Those who know the conditions cannot place the credit for the work done anywhere else than to the National association. I am very sorry to say it has not received the credit to which it was entitled as a result of such work.

My ultimate hope was to have an association of grain men, all closely and intimately connected by some strong bond of cohesion, so that it would form one solid body, with one general aim; in fact, this idea was so strong with me that, to make a beginning, I incorporated the idea in the present constitution and by-laws of the association. Although up to the present time the fulfillment of this idea has not been brought about, still I think it has received the approval of a good many interested dealers, and ultimately will be the plan upon which association work will be carried on.

I think possibly it has been just as well so far that this plan of organization has not been adopted by all of the organizations, as the local benefits received have proved a sufficient incentive to keep the organization alive. No local organization could have been successful on the general plan proposed, but now that the local features are placed upon a solid footing, the time has come when the local organizations are reaching out for larger results. They are finding that the scope over which they have control is limited to such an extent that they cannot wield pressure strong enough to secure the desired ends. As a result, they are compelled to ask the aid of their neighboring associations. This, as you well know, is the field that the National has hoped to fill. I think the local associations are coming to realize this, and are ready to adopt some co-operative plan whereby they can receive the general benefits as applied to the country at large. The plan as outlined in the constitution of the National association is seemingly the only one whereby this affiliation can be satisfactorily secured, and it seems to be the only logical conclusion that all the associations should merge themselves into it.

There is another cause which has prevented this affiliation, which is to the shame of those at fault. There has been jealousy on the part of the officers of the local organizations, who seem to fear that some of the glory would thus be taken away from them, each one wanting to make his association THE association, to which all others would have to tie to. But the organizations have become so large that this desire for glory has become less upon the part of the local officers, as they have found more than they could do at home, without seeking to relieve the troubles of others.

A communication from W. B. Booher of Danbury, Ia., asking if the town can compel the farmer to weigh grain on the town scales and pay for the weighing. The farmers are satisfied with the weighing at the three elevators and the scoop-shovel shipper now takes destination weights.

It was moved that the President and Board of Directors take the matter up and make such suggestions as they saw fit to the gentlemen. The motion was amended referring the matter to the secretary, and upon being called for the motion was carried as amended.

A. H. Bewsher of Omaha, spoke on What the Nebraska Association has done for Grain Dealers as follows:

I cannot let pass the opportunity to say something in regard to the work the Nebraska Association has done in the past. In order to give you an idea of the conditions existing in Nebraska before and since organization, it will probably be necessary for me to take you over ground with which you are all familiar. I trust, however, that a rehearsing of these conditions will not be tiresome to you and that you will find that there are others who can sympathize with you. Before the day of the Association all dealers were scalpers. As the country became more thickly settled our facilities for handling grain proved insufficient. Grain elevators were erected by those who had accumulated sufficient capital. At this time it became a fight between the regular elevator man and the scalper and to this day this fight has gone on.

* About two years ago dealers in Nebraska thought it necessary to organize. I was present at the birth of the Association. For the past two years scalpers in Nebraska have been growing less, and to-day Nebraska has fewer scalpers than any other state in the Union. This has been brought about through the efforts of the Nebraska Association with the assistance of the reputable track buyers have given us. At times a new reformer will spring up who seems to be furnishing scalpers with cars, but before he has been able to accomplish much we have brought about his downfall.

Originally it was not an uncommon occurrence to get an average shrinkage of from 10 to 25 bushels to the car. Very often the shortages ran from 25 to 30 bushels, and occasionally 100 and 150, but this was not general. There were some markets that gave honest, just weights. There are some that are giving them to-day because they know that they have to. But there are some markets where the weights are as rotten to-day as they ever were. These markets we intend to contend with until they go out of existence or the Nebraska Association goes out of existence. A plan has been proposed to place in Kansas City a supervising weighing board. Kansas City has been one of the mill-stones around the neck of the Nebraska dealers, the weights have been very bad. The Nebraska Association has not decided whether or not it will be practical to have the Association to join with the Kansas Association in this supervision. Only about one-half of our members do any business with Kansas City, so we hesitate to place the expense on all the members. But we intend to go after the weight question regardless of what other associations do. Let me say to the Chicago trade that I have never had any complaint of Chicago weights.

The next work the Nebraska Association went into was quelling local troubles. This was probably the most difficult work. In order to get at these matters we divided our state into seventeen districts. We call a meeting once every month or six weeks at some central point, usually a county seat, notify our members, assemble there and clean up as many local matters as we can. Sometimes those who have the most trouble won't be at the meeting. We then find it necessary to go to their local point and stay with them until they fix up, very often putting up the funds. These local meetings are called a week to 10 days in advance. Often with the opportunity the dealers have of getting together we find a reluctance to attend the meeting where there is only a distance of 25 miles to go. You can understand the lack of attendance here when some have 400 or 500 miles to go.

A word for the Nebraska Association. While we do not claim to have the strongest Association in the world, although we have some 225 members, representing 425 elevators out of the possible 700 in the state, we do claim we have the most enthusiastic organization in the United States, Illinois or Iowa not excepted. After accomplishing the downfall of the short weight houses, which we hope to do in the near future, and even though we do not, we intend that next spring we will make the Nebraska secretary's office a bureau of information for the benefit of the members of the Association. In the early spring it is proposed to send to the various county seats to obtain information regarding the wheat acreage of the state, likewise the condition of other crops from time to time when growing. The information will be issued in bulletins to the members. Every six weeks or two months a bulletin will be issued showing what has been accomplished during the past period, and every dealer has an opportunity of learning what has been done during his absence.

Another thing we hope to accomplish, possibly it is a hobby with me, for I noticed in an article that I read before the interstate meeting at Omaha, it stirred up quite an amount of comment. It is the subject of written contracts. Every member of the Nebraska as well as members of any other association should advise some form of written contract, something that they know their neighbors will use as well as themselves. A man makes a verbal contract with you; if the market advances you may get it, and you may not. If the market declines you get all of his seed and much of his neighbors'. I have known of cases where men have lost as high as 1,200 to 1,500 bushels from the fact of the market's advancing. Such men lose all their profits for that month's business. There is not a man among you to-day who can sell to a commission house without

signing a written contract. Why do business otherwise with farmers, when people you are doing business with, and who are reliable insist upon your giving them a written contract. There are many minor matters before the Nebraska Association and which it may take some time to remedy. We will take one at a time and then turn our attention to others. But this will probably give you an idea of the lines on which we are working.

There is no means by which you can accomplish the desired end quicker than through organization. The local organizations are all right and are a good thing, but there are matters which require something higher than a local organization to handle and they should rest with the National Association. The National Association should have the assistance of every grain dealer in the country whether a member of a local association or not.

The following resolution referring to uniform inspection rules was read and adopted:

Whereas, The grading of the different cereals in our markets in the United States vary so widely that it is almost impossible to tell by the inspection at one market on any kind of grain, what the same class of grain will grade in some of the other markets; be it

Resolved, That it is the sense of the members of the Grain Dealers' National Association that we favor inspection rules that will be nearer a uniform and equal basis than at present, and inspection rules that will be more explicit and go more into details than some of the present rules; and, also

Resolved, that we favor the appointing of a committee by the president to take this matter up with that end in view.

A resolution declaring for a loading fee for members was read and its adoption moved.

Lyman Johnson of Sioux Falls, Ia., moved to amend the resolution by striking out the clause stating that the loading fee was to apply to members of the association only. "Otherwise the railroads will be opposed to the proposition, as railroads like other people desire to keep in harmony with their shippers, that is, with individual shippers as well as members of the G. D. N. A."

M. McFarlin, Des Moines, Ia.—The rebate should apply to members of the association only as it would have the effect of bringing "every elevator man in the country into the association."

The motion was laid on the table to be taken up at the afternoon session, and a motion to adjourn for dinner was carried.

THURSDAY AFTERNOON.

President McCray called the meeting to order at 2:15 and announced G. A. Stibbens, of Coburg, Ia., who read an interesting paper on What the Grain Dealers Union has done for Regular Dealers, from which we take the following:

Twenty-five grain dealers, met in Red Oak, Ia., March 19th, 1896, for the purpose of organizing an Association. The matter was fully discussed, officers were elected, constitution and by-laws drafted, and adopted. The constitution was passed around for signatures, and 19 dealers signed, and became charter members, of what is now known, as The Grain Dealers' Union of Southwest Iowa, and Northwest Missouri. Prior to this organization, the grain trade in the territory, now covered by this Union, was so thoroughly demoralized, that it was simply impossible, to get a profit out of grain handled. We had from one to three "scalpers" at each station, farmers shipping their own grain, and in some instances, dealers actually paying more for grain than track buyers. Even regular dealers were "scalping" at other stations.

Do you wonder the trade wanted something, to better their condition? At first thought you would say, the Union will have smooth sailing. Far from it. We

were weak financially, small in numbers, and worst of all, some of us had no back bone. A number of our members said we would get into trouble on account of the aggressive manner, in which the secretary carried on his correspondence. (Of course, this was very pleasing to the secretary, and aided him in his work.) A few of the strongest supporters of the Union, advised the secretary to go on as he had been doing, as it was the only means we had at that time, to better our condition.

We kept up the fight, but not without a great many reverses, for every little while, we "bucked" up against some commission firm, that would tell us they were out for business, and would not be dictated to, by any grain association. Occasionally, they put up a fight, that almost cost the Union its existence. After commission firms and track buyers learned we were a permanent fixture, they gave us better treatment, and to-day, with very few exceptions, the Union is receiving good support from them. Our first year's experience, was bitter and expensive. Trouble was springing up among us every little while. The Governing Committee had to be called together about every two weeks to settle disputes among our dealers, which was so expensive we had to adopt another plan, by putting a man on the road to look after such matters. This proved more effective and less expensive for the Union, and now when there is trouble to be adjusted, we send our man to the place, and he nearly always succeeds in setting matters right. I desire to state that the man who has done this effective work, is our worthy President, Mr. Hunter.

We commenced work after organizing, we found the dealers had no confidence in each other. They had fought each other so long, that every one of them hated his competitor, and we were all determined to buy the stuff or make the other fellow buy it at a loss. Imagine, if you can, a more deplorable condition, than has been described. You well know, a case of this kind, needed a good Physician, and plenty of medicine. We had a score of inexperienced doctors, but they could not properly diagnose the patient's case, and always applied the wrong remedy. But we profited by experience, and after a considerable time, we learned how to benefit the trade. We first paid our attention to the "scalper" and it was but a short time, until the commission people and track buyers, knew the names of every "scalper" in the entire territory, but they did not always stop bidding them. Some of them said, if they did not buy the "scalper's" grain, the other fellow would. Often it required a great deal of argument, to convince them the other fellow would not buy it. Along this line we gradually gained ground, and to-day, all we have to do, is to request parties bidding our territory, to drop a disturber, and a pencil mark is immediately drawn through his name.

After a few meetings were held, and the dealers became acquainted with their competitors, they concluded they were human, and had a right to live as well as themselves, and a friendship sprung up among them, to which they were strangers, prior to this organization. Where we found trouble existing among dealers, we at once took steps towards adjusting it, and always succeeded. Sometimes it required patience and a great deal of hard work, but we never stopped until we accomplished our object.

Unfortunately, there are some men in the grain business, who have no brains, or missed their calling. God, in his great wisdom, in creating mankind, I think, intended that every man should follow his calling, but now and then, one drops into the grain business, who was born without a particle of business sense, and wherever you find one of this class, you find trouble, and you always will. What a great pity it is, that our statesmen have never devised any means whereby they could legislate brains into a fool's head. But until this problem is solved, the "brainless dealer" will make trouble for all of us, and I fear the next generation will be combating the same element, as fools never die.

Now you ask, what has the Union done for the regular dealers? It has created harmony and friendship among them. It has placed the grain business on a profitable basis. It has taught the dealers, that one man can not buy all the grain in one county. It has taught them their competitors are not all rogues. It has taught them when they have any difference with their neighbor they must make some concession in order to adjust it. It has demonstrated to the dealers that they learn something at our meetings.

The members of this Union have shown

the receivers that the majority of dealers are honest. A country grain dealer must, of necessity, be honest, for the very minute his customers suspect unfairness in his dealings, his business is ruined, and he can never outlive it. I know country dealers, and so do you, that have done business at one station for 15 to 20 years, but it would have been impossible for them to have remained so long, had they dealt unfairly with their customers.

It strikes me that commission firms and track buyers should encourage association work, and support it in every manner possible, because associations have a tendency to drive dishonest dealers out of the business, and bring the receiver's risk down to the minimum. In years past, when a receiver paid a draft, he was not always sure the grain would pay out, and very often he had an account against a dealer, who would not make it good. To-day we find very few dealers who will not pay an overdraft, and this has been brought about largely by association work. Occasionally we find a receiver that has no use for grain associations, and they tell us so. When you find a receiver of this class you will find one that desires to do business with "scalpers" or irregular dealers.

The receiver is with us or against us, and it behooves us to learn, as quickly as possible, who are against us. Before grain associations were organized, a young man, vigorous and strong, might have appealed to track buyers, to stop bidding "scalpers," until his head was snowy white, his efforts would have been in vain. The reason receivers recognize us, we are organized. Do away with the present organizations, and

strong supporter of association work, or he would not be here. We will always have weak-kneed members that will have to be converted every few months, and we must always expect to have them.

N. S. Beale, of Tama, Ia., then read a paper on Shortages in Grain Shipments which will be published in a later number.

The Nominating Committee reported the following nominations: President, W. T. McCray, Kentland, Ind.; 1st vice-president, A. E. Clutter, Lima, O.; 2nd vice-president, J. M. Sewell, Hastings, Neb.; secretary and treasurer, Charles S. Clark, Chicago, Ill.; directors: E. A. Grubbs, Greenville, O.; N. B. Hieatt, Willis, Kan.; D. Hunter, Hamburg, Ia.; B. A. Lockwood, Des Moines, Ia.; Arthur Sawers, Chicago, Ill.

The report of the committee was accepted and the nominees elected, although Mr. McCray objected to being reelected to the Presidency.

The report of the Auditing Committee was read, accepted and ordered placed on file.

A. E. Clutter, of Lima, O., read a paper on The Internal Revenue Tax and the Grain Dealer, which is pub-

solution of this question is for each dealer to prepare his elevator for the handling of grain without the use of bags, and then quit lending them.

If the majority, who are in favor of this, will stop, they will drive the few opposing ones out of bags or out of business. No one dealer in a neighborhood can furnish bags and pay the same price as his competitor, because necessarily the expense of keeping a sufficient supply adds largely to the expense of running an elevator. Many dealers are afraid to give up the custom, thinking they will lose the trade of the farmers. This association, by bringing about concerted action, is of great benefit to both dealer and farmer. In sections where dealers have discontinued the practice, the farmer is well pleased. After he once supplies himself with the necessary granaries and bags to handle his own crop, he is independent; he is not under obligations to sell his grain to any certain dealer because he borrowed his bags. It saves him time in going after and taking back the bags he borrowed. His conscience is also clear, because the bags around his premises belong absolutely to him.

There is another idea possibly worth considering. As a rule, the farmer who has his own bags will not sell his entire crop when he threshes, but will haul when he can spare the time, price suits, or he needs the money. By doing this he will not increase our visible supply so rapidly, give foreign markets such a good knowledge of our resources, nor speculators a chance to depress values by pointing to our large visible. In shutting out the influence of this factor in the market, the cost of bags will be more than made up to the farmer by the increase in price of his grain. It really looks to me like farmers ought to boycott the dealer who furnishes bags, instead of vice versa.

A letter from B. A. Lockwood, Des Moines, Ia., was read, also one from Jas. P. McAlister, Columbus, O. From Mr. McAlister's paper we take the following:

The evils the grain dealers are suffering from are so numerous I will only attempt to point out one or two. My pet hobby is a clean bill of lading for so much stuff, with the assurance that the same amount will be delivered at destination, or paid for, to the receiver at invoice price. We would thus do away with the excess freight claim and shortage question in one fell sweep. This, however, is a vast undertaking.

There is another abuse that I believe might well be taken into consideration by the association, and I believe, with combined effort, might be remedied. This is the reconignment of refused stuff. The shippers of western grain under the present arbitrary rulings of the railroad companies are sustaining very great losses from this source. A shipper in Ohio, for example, sells a carload of grain to a party in Pennsylvania. He sends it forward, and on arrival it is refused. He then spends probably from \$5 to \$10 telegraphing, and finally places it at some close-by point. In the meantime he has been charged \$5 to \$10 or more car service, and the railroad company informs him it will cost from 4 to 8 cents per hundred-weight to forward it, although the distance may not exceed fifty miles. The tariff might also show that the point he may wish to reconsign it to takes the same rate from the original point of shipment as the point it is at. This seems to be a gross injustice. A stop-over charge of \$3 per car, and a proportional charge of the through rate, should be granted by the railroads. I probably have not made this as explicit as it might be with more time, but you will see the point, and there are very few shippers in the country who have not sustained large losses from this source.

A motion to take the loading fee resolution from the table was carried and after the resolution was read, Lyman Johnson, of Sioux Rapids, Ia., moved to strike out the clause which made the loading fee apply to members of the association only.

I. P. Rumsey, Chicago.—I think it is better and would have more influence as amended than if confined to members of this association. It does not



Office of the Chicago Beach Hotel Where Meeting Was Held.

in less than six months, the grain trade will drift back into the same old demoralized rut.

Scalpers in our territory are a thing of the past, but it takes continual work to keep them down. They are living in hopes that something will happen to disorganize The Grain Dealers' Union, so they can commence business again. If there is anything in this world that will make a country dealer frantic, it's for a "scalper" to drop into his station and begin to pay track prices for grain. In one short week's time, a "scalper" can destroy the business that took the regular dealer half a lifetime to build up. Now do you wonder that we waged war on the "scalper" from the start? The Grain Dealers' Union has done a great many things for the betterment of the trade, that have not been mentioned. A great many country dealers will never appreciate what associations have done for the trade, unless the work stops. Stop the work, and we all become "scalpers" trying to suck the life blood out of our competitors.

I want to live long enough, and I think the day is not far distant, when every commission firm in the trade, will absolutely refuse to do any business with the irregular dealer. That time will come, and it will be hailed with joy by every dealer in the land, and it will be brought about by Association work.

In the past there has been too much jealousy existing between the different grain associations. This should not be. Our cause is a common one, and we should all unite, and bring our guns to bear on our common enemy. Over in Iowa and Missouri we ever stand ready to join hands with our eastern and western brothers, to help form an endless chain of Associations that will encircle the globe. There are a great many evils that can be removed by harmonious action of the different Associations, that can be removed in no other way. Every dealer in this audience is a

lished elsewhere in this number.

M. McFarlin.—I think a committee should be appointed to work for the affiliation of the state and local grain dealers' associations, the receivers' associations and the G. D. N. A. I remember that there was a little work done in this line at Des Moines, but it was never carried out, and I am inclined to think there ought to be something considered in this meeting and therefore move that we take such action. The motion was carried, and the President appointed the following as a Committee on Affiliation: Charles S. Clark, Chicago; E. A. Grubbs, Greenville, O.; E. J. Smiley, Concordia, Kan.; A. H. Bewsher, Omaha, Neb.; G. A. Stibbens, Coburg, Ia., and E. S. Greenleaf, Jacksonville, Ill.

E. A. Grubbs, of Greenville, O., read the following paper on Lending Bags to Farmers:

The practice of lending grain bags to farmers is one of the worst evils the grain dealer has to contend with, especially in the winter wheat states. To my personal knowledge, in the states of Ohio and Indiana there have been repeated efforts made in a local way to try to stop the practice. In most instances very little has been accomplished, because the majority, who are not in favor of lending bags, allow one or two opposing dealers to rule. They go on from year to year, determined that next July no more bags will be loaned. Meetings are called, which lead to no results, because the opposing one is still with them. About the only

come very well from me as I have no elevator, but I think the move would have more influence. I do not think the roads could act simply in favor of the association. It ought to be so, but I do not think it would have as much weight.

Charles Voris, of Neoga, Ill., opposed the loading fee on the grounds that it was a form of discrimination the railroads would not dare indulge in.

Charles S. Clark replied: The loading fee cannot be termed a discrimination and it is within the bounds of law. Mr. St. John, of Decatur, a lawyer of state reputation, came to Chicago and investigated this subject thoroughly, and others have studied it for years. I know the railroads can employ as local freight agent whoever they please, and as an employee can pay him any salary they like. The laws require that the railroads shall provide depot facilities for freight and passengers. The rail carriers do not now provide depot facilities for bulk grain, except at a few stations. At some stations in Ohio, Illinois and Iowa they are giving the local elevator man a fee for every bushel loaded into their cars. The elevator man gives 48 hours' storage for grain to anyone who desires to ship and loads into cars free. In return for furnishing the depot for bulk grain and handling the grain the railroad pays him a loading fee of 2 cents per hundred pounds. By this arrangement the railroad furnishes the same facilities for handling bulk grain for all shippers. It makes no discrimination whatever, it simply pays the elevator man for providing the depot facilities and loading the grain. The railroad company is required by law to provide depot facilities for bulk grain; it can provide them in its own way. The resolution contemplates no discrimination; it is fair, it is right, it is legal.

Mr. McFarlin.—I think the resolution ought to stand. It would bring every man entitled to a loading fee into the association. I think the railroads would rather deal with the members through the secretary of the association. The work of securing this fee has always been conducted by the association. A great deal of work has been done to make our association larger and stronger; if we get the fee it would be an incentive for everybody to join.

Lyman Johnson.—I would guarantee you could not get every dealer into this association if you laid down gold dollars. This grain organization has got to do a certain amount of work for which we do not apparently get any direct pay. I oppose that clause because it is a little too narrow. You have got to have it a little broader, in my judgment. It might rake in a good many grain dealers, but you have got to get them in other ways too.

W. T. McCray.—I suppose if this resolution passes there will be a committee appointed to see what can be done along these lines. If it is any easier to get it for members of the association get it that way. If, on the other hand, it is easier to get it for the trade at large, get it that way. Get it any way you can, and get it if you can.

The question was called for and the resolution as amended was carried.

A. E. Clutter, Lima, O.—I move that this matter of a loading fee be re-

ferred to the president, secretary and board of directors. Motion carried.

The following resolutions presented by the committee were then read and adopted without debate:

Whereas, Many of the terminal elevators are now equipped with hopper scales of so small capacity as to require the weighing of grain in two or three drafts, thereby doubling and tripling the opportunities for the weighman to err in weighing and recording the weight of grain, and

Whereas, The country shipper is compelled in many cases to accept such terminal weights, therefore be it

Resolved, That the Grain Dealers' National Association, in convention assembled, declare against the use of such hopper scales in central markets, and request the receivers and track buyers of the different markets to use their influence to bring about the displacement of the small capacity hopper scales with hopper scales of sufficient capacity to weigh a carload at a single draft.

Whereas, The grain dealers and receivers of Chicago have shown many courtesies and favors to the members of the G. D. N. A., while in the city; be it

Resolved, That the secretary be instructed to tender the thanks of the Association to the grain dealers and receivers who contributed to such entertainment.

Whereas, There are many grain houses in different markets which are in the habit of bidding and sending circulars to irregular grain dealers and farmers; and

Whereas, This practice is detrimental to the regular grain shipper; therefore, be it

Resolved, That where such cases are known by regular grain dealers, they notify our secretary and he in turn notify the grain house who is bidding and sending circulars to said irregular dealer or farmer, and if said grain house then refuse to discontinue the practice, our secretary notify all members of this Association, also the secretaries of the different Grain Dealers' Associations, and request them to notify their members, stating that said grain house has refused to discontinue bidding or sending circulars to a farmer or irregular dealer.

Whereas, Many country elevator men are now providing depot facilities for bulk grain at country stations, and acting as soliciting freight agent as well as local freight agent for carriers in the matter of grain shipments; be it

Resolved, That the G. D. N. A. make a determined effort to secure a loading fee of 2 cents a hundred pounds for all grain loaded from country elevators.

Whereas, The loaning of bags to farmers prevails in some States; and

Whereas, This is detrimental to the interests of country grain dealers; therefore be it

Resolved, That it is the sense of this Association that where such custom prevails, the State Association be requested to use every effort to abolish the practice.

Whereas, The proprietors of the Chicago Beach Hotel have kindly thrown wide open to the Grain Dealers' National Association their palatial hostelry; and

Whereas, The complete force of the Chicago Beach Hotel has treated us in a most cordial manner;

Resolved, That we, the members of the Grain Dealers' National Association, in convention assembled, hereby tender our most hearty thanks to the management and employees of the Chicago Beach Hotel, and will remember with pleasure our stay with them.

A motion was made and carried, That a committee of three be appointed to look into the matter of weights and try to find some means that will be practicable and effective in preventing shortage at terminal elevators, especially at Chicago.

N. S. Beale, Tama, Ia.; Edw. McCue, of Pittsburg, O., and E. H. Reynolds of Sterling, Ill., were placed on this committee.

The president said that he knew the interest in the meeting had been large, and although the meeting had not been

as strong numerically as wished the interest in the G. D. N. A. is greater than ever.

A motion to adjourn was carried, and the third annual meeting was at end.

CONVENTION NOTES.

What kept so many at home? Was the meeting ill-timed?

We certainly had a good place for the meeting and everything seemed to go off smoothly.—E. R. Ulrich, Jr.

The number present was much less than the number who wrote of their intention to attend.

The local dealers and receivers did the handsome thing by the visitors and their generous entertainment was fully appreciated.

The vote of thanks to the management of the Chicago Beach Hotel was well deserved.

Why was the resolution providing for postal card bids in cipher permitted to die?

The only machinery man present—H. L. Day of Minneapolis.

The resolution on the loading fee set all to thinking and some to talking.

Ware & Leland distributed as souvenirs lead pencils bearing the words Ware & Leland, Chicago Grain, Stock, Cotton, also a small book containing the rules governing the inspection of grain in Chicago.

The History of Our Flag is the title of a very interesting little booklet which was presented to friends and customers by Rumsey, Lightner & Co.

The samples of grains of different grades exhibited by the Chicago Inspection department were closely examined by all.

F. Mayer, of J. F. Zahm & Co., Toledo, who recently discovered the only true way to hit the market, distributed a number of samples of his discovery among those in attendance.

The National Storage Co., of Chicago, distributed a number of pamphlets explaining the application of the storage warrant system to the warehousing of personal property for the purposes of collateral security or for guarantee of possession after purchase while remaining on the premises of original owner.

Among the Chicago dealers who attended were Edw. G. Heeman, with Ware & Leland; I. P. Rumsey, Fred'k Dickinson, and Frank M. Bunch, of Rumsey, Lightner & Co.; J. G. Smyth, with Rosenbaum Bros.; A. Rheinstrom, of Rheinstrom & Co.; W. P. Freeman, with H. W. Rogers & Bro.; D. A. Noyes, with J. F. Harris & Co.; Geo. S. Bridge, of T. D. Randall & Co.; W. N. Eckhardt, J. W. Radford, and M. Stibbins, of Pope & Eckhardt Co.; Julian Kune.

The only representative from Nebraska—A. H. Bewsher, of Omaha.

Among the dealers from Illinois were E. R. Ulrich, Jr., Springfield; B. E. Miles, Peoria; E. H. Reynolds, of Sterling; A. E. Hutchinson and S. T. Zeller, of Harmon; Chas. Voris, Neoga; B. S. Williams, Sheffield; A. H. Bell, Lostant; R. F. Cummings, Clifton; S. K. Marston, Onarga; W. W. Bouslough, Somonauk, and C. D. Dillin.

The delegation from Iowa was not near as large as it should have been. Among those from the Hawkeye state were M. McFarlin, Des Moines; D. Hun-

ter, Hamburg; G. A. Stibbens, Coburg; Lyman Johnson, Sioux Rapids; E. L. Erickson, Story City; G. H. Currier, Prescott; N. S. Beale, Tama; J. R. Johnson, and Ben Swenson, Roland.

Ohio was represented by A. E. Clutter, of Lima; E. A. Grubbs, Greenville; Fred Mayer, Toledo; Ed. McCue, Pittsburg; J. W. Long, Florida; J. H. Conger, Eaton; J. W. McCord, and Percy Hynson, Columbus; A. E. Gale, J. H. Allen, and Chas. E. Knaul, Cincinnati, and T. A. Mendenhall, Woodington.

Indiana should have sent twice as large a delegation. Among others were W. T. McCray, Kentland; A. E. Hartley, and H. Murray Goodland; T. W. Swift, Union Mills, and W. D. Foresman, Foresman.

Pittsburg, Pa., was represented by D. G. Stewart, W. A. McCaffrey, and H. G. Morgan.

The only man from Michigan was Mr. Bishop.

F. J. Wright, of Minneapolis, was in attendance the first day, but got lost after the Reception.

Mesdames Grubbs, McCue, Swift, Foresman and Beale were in attendance and declared the meeting a great success. The next time more of the members will do likewise.

The route to the hotel was a bewildering maze. Doubters will consult with Grubbs, McCue and even Mayer, from Toledo.

The reception and smoker was the pleasant feature of the convention. It helped to develop the social life of the grain dealers.

The trade press was represented as follows: The Northwestern Miller, by C. H. Challen; The Operative Miller, by J. F. Mueller; The American Elevator and Grain Trade, by John E. Bacon, and E. G. Osman; the Grain Dealers Journal, by Charles S. Clark, J. Carver Strong and V. Nelson.

PICKED UP BY OUR FAN.

Joe Leiter says he has put speculation from him for all time. If that is so his wheat-deal experience may prove to be cheap enough after all.

"If it wasn't for me," said the Farmer's Friend, who was trying to explain city ways to Mr. Rusticus, "You'd be the biggest donkey on this street."

'Twas in a dream, I'll ne'er forget,
I made ten thousand dollars net,
When I awoke I swore a bit
And found I had ten thousand—nit!
Mr. Wheatpit.

He was enjoying an ear of corn in the good, old-fashioned way. "You look as if you were playing the flute," his hostess remarked, smiling. "Oh, no," was the amiable retort; "it's a cornet I'm playing, by ear."—Judge.

Josiah Place, of Dighton, Mass., is making extensive improvements to his mill and elevator.

The wet weather has done much damage to Iowa corn. The wind has blown the stalks down and the ears come in contact with the wet ground.

Grain shipments from Boston for October, 1898, were 2,349,125 bushels, of which 1,396,022 bushels were wheat, 267,788 bushels corn and 685,315 bushels oats.

TRANSPORTATION

The wheat receipts at Duluth for October were 18,000,000 bushels.

The reductions in eastern freight rates has the effect of moving western wheat quite rapidly.

Lake rates on grain have dropped $\frac{1}{2}$ cent a bushel due to the competition of the all rail lines.

On Nov. 10th the grain rates between Chicago and New York will be advanced to 20 cents per 100 pounds.

The Chicago & Alton Ry. has reduced its rates on flour and millstuffs from the Missouri river to the east from 33 to 50 per cent.

A contract was recently made by a certain road to haul 1,000,000 bushels of corn from Chicago to Baltimore at 10 cents per 100 pounds.

The Northern Pacific has recently added to its equipment 1,000 new grain cars. These new box cars are of 70,000 pounds capacity or about 1,200 bushels of wheat.

Some parts of Kansas are suffering from a car famine, one firm states that their elevators are filled, and that they cannot buy any more grain until they can get cars.

The daily average for loading and shipping cars for the Burlington during the month of October was over 4,000. The road could have used a good many more cars if they had them.

The Lakes Roller Boat Transportation Co. has recently been organized at Ogdensburg, N. Y., for the purpose of building roller boats in which to carry grain both on the Great Lakes and the ocean.

By the first of the year the Kansas City, Pittsburg and Gulf railroad will have added 15 new locomotives and 550 new freight cars to its rolling stock, and will be ready to meet all demands in carrying grain to the gulf ports.

Grain shippers say that the decision of the Supreme court, which decided the Joint Traffic Association illegal, will prove a great benefit to both the Chicago and New York grain markets, and will tend to give them the bulk of the business again.

The traffic managers and general freight agents of the different roads south of the Ohio recently met at Louisville to try and adjust the rates on grain passing through Louisville. It is claimed that other gateways to the south have much better rates than Louisville.

The St. Louis, Oklahoma & Southern Ry. will build a new addition from Clarence, I. T., to Willis, on the Red River, a distance of 200 miles, with a branch to Purcell, I. T., 100 miles. This will open up a new territory and greatly facilitate the moving of the crops in that section.

The best record for the rapid handling of cargoes at the port of Chicago was recently made by the steamer Helena. She arrived in port in the morning with a cargo of 3,100 tons of coal, and forty-eight hours later was sailing for the east with a cargo of 102,000 bushels of wheat.

Commencing Nov. 10 the C., M. & St. P. and C. & N.-W. Rys. will put on new proportional rates from Savanna, Ill., to Milwaukee, on all grain shipments routed east via the lakes. This will in-

clude wheat, oats, barley and rye, and the new proportional will be 4 cents per 100 pounds; on corn 2 9-10 cents.

The farmers are still holding their crops, but it is thought it will not be long before the bulk of the grain will move. In the meantime the railroads are preparing for the movement.

A new road to be known as the St. Louis, Iowa & Northern will be built from Eldon, Ia., to Rhineland, Mo. This road will be 174 miles long and will run through Memphis, Edina, Shelbyville, Shelby, Paris and Mexico, Mo. This road will make a good outlet for grain from that section of the country.

J. C. Stuart, general superintendent of the Omaha, recently issued a circular to all agents on his road, instructing them to prevent rough handling of the permanent grain doors, and to see that they are properly hung up when not in use, also to ask grain shippers and elevator companies to co-operate with them in this.

Now that the Supreme Court has declared the Joint Traffic Association illegal, the directors of the Milwaukee Chamber of Commerce feel certain that they will have a speedy settlement of the grain rate question. It is thought that this decision will annul the combination of the Minneapolis roads, and thereby remove the obstacles in the way of the C., M. & St. P. Ry. for granting the demands of the Milwaukee chamber of commerce.

The New York Central has recently added to its rolling stock a new freight engine of the Mogul type. This engine recently performed the remarkable feat of hauling 81 cars of grain from De Witt to West Albany, N. Y., a distance of 140 miles, in 12 hours and 55 minutes. This is the largest grain train ever hauled by a single locomotive, and contained 80,000 bushels of grain, which figuring 20 bushels to the acre, would make the yield of 4,000 acres.

The Joint Traffic Association, the most powerful railroad trust ever formed, was formally dissolved Nov. 4. This trust had a capital of two thousand two hundred and eighty millions, with 25,000 miles of track under its control. The agreement under which this trust operated was drawn by the ablest corporation lawyers in America. It could not stand. The decision of the United States Supreme Court, handed down Oct. 24, practically stops all pooling and combinations of railroads. If railroads try to form pools in the future they will have to secure special legislation from Congress.

NEW ENGLAND.

A. P. Clark has recently bought the Horwood mills at Barre, Mass., and in connection will open a grain and meal store and do custom grinding.

Charles B. Aldrich, of Amesbury, Mass., dealer in grain, hay and flour, has made an assignment to Fitz & Carroll, of Boston, wholesale grain dealers.

The grain elevator and buildings of J. Doon & Son, at Natick, Mass., were totally destroyed by fire Oct. 31. The loss is placed at \$15,000, with \$10,000 insurance.

The new Fitchburg elevator, which is being built on the Hoosac docks, Boston, Mass., will be completed and ready for use Dec. 15. This new elevator will have a capacity of 1,000,000 bushels. It

will be equipped with all the latest improved machines for the handling of grain and will be "absolutely fire proof."

The mill and elevator storage buildings of MacKenzie & Winslow, of Fall River, Mass., were damaged by fire Oct. 28. At the time of the fire the elevator contained about 12,000 bushels of corn and oats, three carloads of which had been put in during the day, most of the grain was totally destroyed, and all of it was damaged either by fire or water. The origin of the fire is not known, but it is thought to have started from spontaneous combustion. The total loss is placed at \$25,000, with \$34,000 insurance.

MARYLAND.

Grain exports from Baltimore, Md., in October exceeded September shipments by 74,702 bushels.

Abraham Gerber, of Baltimore, Md., has filed a petition asking for a receiver for Manekum & Gerber, grain dealers.

As a result of the recent drop in freight rates about 12,000,000 bushels of wheat are being shipped to Baltimore for export, via the B. & O.

NEW YORK.

Ferrin Bros. Co., of Batavia, N. Y., have installed a large separator in their elevator.

The grain receipts for the month of October at Buffalo, N. Y., were 30,771,000 bushels.

A large grain elevator is to be erected at Albany, N. Y., with a capacity of 100,000 bushels.

Corwin & Son have made extensive improvements in their feed mill at Marathon, N. Y.

Lovejoy & Darlin, of Bainbridge, N. Y., are adding a flour mill to their grain and feed mill business.

A large grain elevator will be erected to be run in connection with the grist mill, at Chatham Centre, N. Y.

The Clyde Grain and Produce Co., of Clyde, N. Y., has been incorporated with a capital stock of \$3,000, divided into 60 shares of \$50 each. The incorporators are Derrick Douglass, Caleb J. Brown and Geo. E. Brisbin.

The Brooklyn Wharf and Warehouse Co., S. W. Brown Co., and the Brooklyn Milling and Elevator Co., have put into effect a new tariff of charges in place of the old charges and are as follows: Receiving, weighing and discharging on all sound grain, including storage first ten days or part thereof, $\frac{5}{8}$ cent per bushel; on every succeeding ten days or part thereof, $\frac{1}{4}$ cent per bushel; all accrued storage on grain remaining in storage on April 30 and October 31 in each year must be paid up to date under penalty of $\frac{1}{4}$ cent per bushel, additional storage if not so paid on each of the mentioned dates; trimming from canal boats, \$1.50 per 1,000 bushels; trimming into ocean vessels and schooners, \$2 per 1,000 bushels; extra storage on grain delivered to ocean vessels, $\frac{1}{2}$ cent per bushel; screening and blowing on receipt or delivery $\frac{1}{8}$ cent per bushel; mixing grain of different grades, on receipt or delivery, including screening and blowing, $\frac{1}{4}$ cent per bushel; all grain received after this goes into effect to be lightered out on the same conditions that railroad grain is now delivered; all grain received

will be subject to the above rules and the conditions of the warehouse receipts.

SOUTHEAST.

The phosphate elevator at Fernandina, Fla., will be enlarged and thoroughly overhauled.

William Connelly, Jr., of Wheeling, W. Va., has sold his grain and feed business to William Dapler.

W. M. Nixon's grain and hay store at Augusta, Ga., was totally destroyed by fire Oct. 28. At the time of the fire the building contained several cars of hay and feed, which were fully insured.

The Hawesville Elevator Co., of Louisville, Ky., recently purchased 75,000 bushels of corn f. o. b. cars at 24c per bushel. The managers of this elevator expect to handle 500,000 bushels of corn before the season closes.

The shipment of grain from the Lehigh Valley cars at Perth Amboy, N. J., which was abandoned some months ago, is to be resumed. The elevators have been overhauled, and everything is in readiness to undertake the work.

A good many of the farmers in the Courtland Valley, Ala., are making preparations to raise grain next year, and will plant very little cotton. It has been proven by actual experiment that wheat and oats will thrive in that section as well as in higher latitudes.

PENNSYLVANIA.

John B. Boyce & Co.'s grain warehouse at Philadelphia, Pa., was destroyed by fire Nov. 4. The loss was about \$2,000.

Samuel Woods and John A. Lindsay, dealers in grain and coal at Carlisle, Pa., have dissolved partnership. Mr. Lindsay will continue the business.

More than 600,000 bushels of grain was shipped from Philadelphia to the European ports Oct. 29, and the shipments since Jan. 1 have aggregated over 25,000,000 bushels.

OHIO.

The Fairport Warehouse & Elevator Co. is building a new warehouse at Harbor, O.

Mr. Tarault has rented the R. A. Shepard elevator at McComb, O., for a term of two years.

Ellis Akey, of Bellefontaine, O., one of the oldest grain dealers in Ohio, died at his home of Bright's disease Oct. 31.

The grain saved from the Union elevator fire at Toledo, O., is being sold to Illinois and Indiana farmers at \$12 per 10 tons.

Theiss Bros., of Columbiana, O., have built a two story brick elevator and warehouse, and will operate it in connection with their Eureka mills.

P. M. Ashbrook, of Johnston, O., and M. D. Shrader, of Alexandria, have formed a partnership and will buy grain, hay and stock at Alexandria.

J. R. Alsdorf and L. A. Pearson, of Alexandria, O., have formed a partnership, and will buy grain, hay and stock under the firm name of Alsdorf & Pearson.

The Bartlett Commission Co., of St. Louis, Mo., has opened a branch office in Cincinnati, O. This firm has a large southern trade, and thinks Cincinnati the proper point to control it.

It is rumored that J. J. Coon, of Toledo, O., will build a new steel elevator, he having bought land with dockage between the Union elevator site and the Coon-Churchill elevator tanks.

The Grain Food Co. has been incorporated at Toledo, O., with a capital stock of \$10,000. The incorporators are L. M. Friedman, W. G. Myers, W. A. Sherar, H. L. Laughbaum and C. E. Longwell.

Niezer's large elevator at Convoy, O., caught fire Oct. 24 from the sparks from an engine in a hoop factory near by. The efficient work of the fire department saved the building. The damage was small.

The grain and hay men of Cincinnati, O., are complaining that they are discriminated against in the matter of rates to southern points, claiming that grain and hay are carried at a less rate from Chicago and St. Louis to southern points than from Cincinnati to the same points.

INDIANA.

A new grain elevator will be built at Mecca, Ind.

Leiton & Miller will erect a grain elevator at Summit, Ind.

Clary & Payne, of West Lebanon, Ind., have their new elevator in running order.

The Brook Grain Co., of Brook, Ind., is building an addition of a grain bin to its elevator.

Gordon & Son, of Summit, Ind., have been overhauling and improving their elevator generally.

G. L. McLane & Co. will move their headquarters from Union Mills, Ind., to Battle Creek, Mich.

J. H. White, of Linden, Ind., has sold his elevator to Frank Simison, of Romney, who will take possession Dec. 1.

The corn in the vicinity of Portland, Ind., is in very bad condition, rotting in the shock for want of frost to dry it out.

Myers & Kennedy have opened a commission office in Columbia City, Ind., and represent Alex Nicol & Co., of Chicago.

A. L. Ritter will manage the grain business at Matthews, Ind., for W. B. Cooley, of Hartford City. Mr. Cooley will erect an elevator at Matthews in the spring.

H. J. Caldwell, of Fowler, Ind., has purchased Mr. Morrison's interest in McCray and Morrison's elevator at Earl Park. The business will be conducted under the firm name of Caldwell & McCray.

Dr. Casebeer's elevator at Hillsdale, Ind., was destroyed by fire recently. The fire is supposed to be of incendiary origin, as there had been no fire in the elevator for a week. The loss is placed at \$2,000, with \$900 insurance.

R. M. Sims has sold his interest in the firm of Campbell, Thomas & Co., grain dealers at Frankfort, Ind., to the remaining members of the firm, who will continue the business under the old firm name.

H. C. Lewis, of the Donovan Commercial Co., of St. Louis, Mo., has opened a branch office in Washington, Ind., with direct wires to the N. Y. Stock Exchange and Chicago Board of Trade, and stock, grain and provision quotations will be received continuously. Indiana soil is still very fertile.

ILLINOIS.

F. M. Pratt, of Decatur, Ill., was in Chicago this week.

E. R. Ulrich, Jr., of Springfield, Ill., was in Chicago this week.

Sixteen to eighteen men are at work on the new elevator at Harpster, Ill.

A new elevator, of 12,000 bushels capacity, has been completed at Chandler-ville, Ill.

Fairbanks Bro.'s elevator at 39th St. and Panhandle tracks, Chicago, is about completed.

Work on the masonry of J. H. Doyle's grain elevator, at Longview, Ill., is under way.

Owing to the deplorable condition of the roads, very little corn is coming into Bloomington, Ill.

Innis Graham, of Rockford, Ill., is kept busy handling the lumber and grain for Graham Bros.

Wm. Heine, a prominent miller of Elgin, Ill., confessed judgment Oct. 26 for sums aggregating \$22,000.

During the three weeks prior to Oct. 25, 30,000 bushels of grain were shipped from Empire station, Ill.

G. W. Helm, of Longview, Ill., will soon be ready for dumping corn in his new elevator at that place.

Seward & Davis' new elevator at Williamsfield, Ill., was completed a week ago. It is a very fine structure.

The farmers will build an addition to their elevator office at Elliott, Ill., which they intend to use as a flour room.

Bentson Watson, formerly of Chester-ville, Ill., has moved to Tuscola, Ill., where he will engage in the grain business.

Yorktown parties, who have leased the Hanson elevator at Rock Falls, Ill., are about to repair same and open it for business.

The bad condition of the roads about Delana, Ill., prevents the delivery of 18,000 bushels of corn, which is sold at that point.

A night force will be put on at Elevator A, Savanna, Ill., as more grain is being handled at that elevator than ever before.

Brining's elevator at Leroy, Ill., burned recently. The loss on the building and contents is \$6,000, fully covered by insurance.

The machinery in the new elevator at Streator, Ill., was started recently by Gen. Saltzberger, and it is now ready to receive grain.

B. F. Baker, of Delana, Ill., is building an elevator at that place. His father, Joseph Baker, of Funk's Grove, is superintending the work.

Work is rapidly progressing on the new elevator at Rock City, Ill. When completed it will be one of the largest grain elevators in that vicinity.

A considerable quantity of old corn, new corn and some wheat was received at Jolly & Prunty's elevator, at Graysville, Ill., during the week of Oct. 23-30.

A trainload of 25,000 bushels of barley, consisting of 17 cars, left Chicago for the east Nov. 3. Ten of the cars contained 80,000 lbs. each, or 16,663 bushels.

The Western Feed & Grain Co. has been incorporated in Chicago, with a capital of \$20,000. The incorporators are Wm. L. Frank, George Packard and Henry J. Brandon.

The cribbing of Rosenbaum Bro.'s elevator, at 87th and Stewart ave., Chicago,

is completed, and five steel tanks are being built near by to be operated in connection with the elevator.

In the last week of October the steamer Helena left Chicago with 102,000 bushels of wheat on board. Forty hours previous she had arrived at port with a cargo of 3,100 tons of coal.

The J. Bannister Grain Co., of Peoria, Ill., was incorporated recently, with a capital stock of \$2,500. The incorporators are Eurice S. Bannister, Hannah Bannister and Harry H. Banister.

L. B. Wilson, one of Ware & Leland, the Chicago commission firm's traveling men, has just returned from a five weeks' successful trip in Iowa, and will now call upon his Illinois friends.

Soon the daily capacity of the four Decatur, Ill., corn mills will be 15,500 bushels, among the products made are hominy, hominy grits, corn cones and different grades of corn flour and corn-meal.

The Northwestern Malt & Grain Co., is building a brewery and malt house at Cragin, Ill. The building will be located at North 46th Ave. and Cortland St., will be 163x133 feet in size and will cost about \$80,000.

An elevator of the Middle Division Elevator Co. burned down at Risk, Ill., a small station on the I. C. R. R., thirty miles north of Bloomington, on Oct. 2. It contained 6,000 bushels of oats and a large quantity of corn.

On Oct. 26 a scaffold fell at the Union Elevator, at East St. Louis, Mo., and threw about 20 carpenters who were on it to the ground. None of the carpenters were severely injured although two had their right arms broken.

An agreement is being arrived at between the Union Mill Co., of Springfield, Ill., and a Minneapolis elevator firm, which will enable the Springfield company to buy grain direct from the elevator company and do away with the profit of middlemen.

J. N. Dunaway, A. J. Newell, and George C. Dunaway, have purchased the line of elevators situated at Ottawa, Utica, Serena, and Buffalo Rock, all in Ill. These men, under the firm name of Dunaway, Newell & Co., will operate these elevators in the near future.

The grain elevator, planing and feed mill of H. L. White & Co., had a narrow escape from destruction by fire on Thursday, Oct. 27. Quite a hole was burned in the roof, sparks from the smokestack having started the blaze. Hunters coming up the river discovered the fire.

The elevator of L. I. Taylor, at Earlville, Ill., is being repaired. Tanks will be sunk in the basement for the water to drain into and new siding put on. The elevator is settling several inches to the eastward, it will take three or four thousand feet of iron braces to effectually strengthen it.

Recently 323 loads of grain were delivered to two Winier (Ill.) firms in one day. This is the largest delivery ever made in Minier with one exception, when, on June 29, 1897, 433 loads were received by three firms. About 50,000 bushels of grain have been sold in that vicinity and only 75,000 bushels of old corn remain in the neighborhood.

The Turner-Hudnut Grain Co., of Pekin, Ill., have purchased the hominy

mill of that place, and are building two houses with a capacity of 35,000 bushels, and will build another mill of 25,000 bushels capacity in December. This will bring the capacity of their Pekin mills up to 825,000 bushels. Besides they own 12 and operate 15 other elevators.

The steamer Tuttle, owned by the Nicholas Transit Co., of Cleveland, Ohio, left Chicago Monday, Oct. 24, with a cargo of 76,000 bushels of corn, shipped by Armour & Co. to Buffalo. She encountered a gale on Lake Michigan and was wrecked outside of Detroit. The crew and passengers were taken off by life savers. The grain on board was insured for \$27,000. The Tuttle's consort, the Aberdeen, with a cargo insured for \$25,000 was, of necessity, let adrift in the storm.

Macon county's first corn carnival and free street fair was inaugurated on Oct. 26 at Decatur, Ill. Mayor Taylor delivered an address to which E. S. Fursman, of El Paso, Ill., responded. The Mayor and B. S. Tyler had a husking contest. At the corn palace ladies served food made of corn. A permanent organization will be affected and an annual corn show will be held in Decatur. Much credit is due W. S. Shellabarger for the marked success of the carnival.

The Rogers Grain Co. are building a 100,000 bushel elevator at Gibson, Ill. The building, which is near completion, is 56x42 feet, and 52 feet high. It has four bins 57 feet deep, and besides 3 bins for ear corn, and 4 others for shelled corn or oats. The shipping bin holds 1,200 bushels and the scale hopper will weigh 1,000 bushels at a time. The equipment comprises a new 28 horsepower gasoline engine, 2 stands of elevators, a sheller and cleaner and 4 sets of conveyors. The outer walls are made of 2x6 planks and the sides and roof are to be covered with corrugated iron. The cost of the building will be \$6,000 to \$7,000.

W. A. Fraser, of Galesburg, Ill., writes that not more than 66 per cent of an average crop of corn will be gathered, 10 per cent will be left in the fields, contains 10 per cent more moisture than usual and probably 33 per cent of it will grade No. 2 next summer. J. L. Douglas, of Shirley, Ill., writes that 50 per cent of an average crop will be gathered, a good deal is down in the field, and that not any of it will grade No. 2, and a correspondent from Danforth, Ill., writes that 70 per cent of an average crop will be gathered, 20 per cent of it left in the fields, has 25 per cent more moisture than usual, and that not any of it will grade No. 2.

On the evening of October 3, the committee from the Chicago Board of Trade, which went to Washington in behalf of grain men who complained of unjust interpretations of the new stamp law, returned from the capital and reported that the internal revenue commission had reversed the finding in regard to brokers who acted for commission men, and these men will be required only to affix a 10 cent stamp to their memorandum. The committee reported that special agent McHenry had been removed. However, many brokers are still complaining bitterly and assert that they are taxed more than their profits. They are waiting to have the Supreme court pass upon it.

IOWA.

H. Grevsmuhl, of Audobon, Ia., has begun work on his new 20,000 bushel elevator.

Skinner & Tedford have taken charge of C. E. Wagar's grain business at La Porte City, Ia.

H. W. Hancock has given up his leases on the elevators at Neola and Underwood, Ia.

Chas. M. Boynton, the Creston representative of J. F. Harris & Co., was in Chicago recently.

An increase in business caused Lewis & Huxtable, of Newell, Ia., to put a new feed grinder in their mill recently.

The grain merchants of Swaledale, Ia., took in 10,000 bushels of oats Oct. 28, and lack of cars and elevator room compelled them to refuse a great deal more which farmers had brought to market.

Barnard Bros. are to operate the new elevator which is being built at Sloan, Ia. The building, which is to be 24x32 feet and 52 feet high, is nearing completion. It is to be equipped with all the modern improvements.

Mr. J. Vincent Babcock, of Ida Grove, Ia., has purchased the grain business of Mitchell & Bussard. Mr. Bussard had been for about fifteen years in the grain business at Ida Grove, and was compelled to sell out, as he was unable to attend to both his hardware and grain business.

A contract has been let to Goldie & Sons, of Chicago, for the building of the new Peavey elevator at Council Bluffs, Ia. The elevator is to have a capacity of 1,500,000 bushels and is to be located a short distance southwest of the Union elevator. P. H. Mahoney, of Omaha, has the contract for the three tracks which are to be laid adjacent to it. Work has commenced on the foundation.

The Des Moines Elevator Co. will build at Des Moines, Ia., one of the largest grain elevators in the west, at the corner of West 8th street and the Keokuk & Western tracks. The edifice will cost \$50,000. President McCarty, of the Des Moines Elevator Co., was in Des Moines on Nov. 3 to negotiate with John S. Kidd for the lease of the National distillery, to be used by the Des Moines Grain Co. until their new elevator is completed.

KANSAS.

The Light Grain Co.'s elevator at Salem, Kan., is nearly completed.

J. H. McSherry has added a grinding mill and otherwise improved his elevator at Arlington, Kan.

J. J. Jackson's elevator at St. John, Kan., is now completed. It has a capacity of 10,000 bushels.

According to Wichita, Kan., papers that city ought to have a dozen flouring mills and elevators of a million bushels capacity.

The Newton Milling and Elevator Co., of Newton, Kan., paid out Nov. 1 over \$3,500 for wheat which was brought in by the farmers.

Theodore Lockwood, a grain dealer at Elk City, Kan., died Nov. 4 of heart disease. He operated elevators at several places in Kansas.

The farmers in the vicinity of Great Bend, Kan., held a meeting Nov. 1 for

the purpose of organizing a cooperative company to build an elevator.

The H. L. Strong Grain Co., of Coffeyville, Kan., has purchased the elevator at Conway Springs, and will operate it under the management of Bert Strong, formerly with the company at Coffeyville. This elevator has a handling capacity of about fifteen cars a day.

The Salina Grain Co., of Salina, Kan., is now handling ten-minute quotations from Chicago and Kansas City markets in place of the regular service heretofore offered its customers. It is expected that as soon as the old lease can be renewed the service of straight and rapid quotations will be again resumed.

Chief grain inspector Culver, of Kansas, in his official report to Gov. Leedy, says that for the first fourteen months of the establishment of state inspection the four largest cities of Kansas received grain as follows: Kansas City, Kan., 71,634 cars; Atchison, 18,078 cars; Leavenworth, 10,386 cars; and Topeka, 6,562 cars.

NEBRASKA.

The Omaha Elevator Co. is building a new elevator at Elkhorn, Neb.

The Duff Grain Co.'s new elevator at Nebraska City, Neb., is completed and ready to receive grain.

Lee & Gingery have improved their elevator at Valparaiso, Neb., by adding a new engine room and office.

The new grain elevator being erected at Valley, Neb., by the Omaha Elevator Co., with a capacity of 25,000 bushels, is nearly completed.

Samuel Norrish, a grain dealer at Hastings, Neb., died recently. He had large grain and elevator interests in Minnesota and North Dakota.

MISSOURI.

F. J. Bayless' new elevator at Rock Port, Mo., is nearing completion.

A new grain elevator, with a capacity of 200,000 bushels, is to be built at Kansas City, Mo.

Joe Anderson, of Breckenridge, Mo., has built a small addition to his elevator, and installed a meal and feed grinder and a sheller.

Rufus Hisey, of Mexico, Mo., died Oct. 22. He was in the grain business and for some years connected with the Wm. Pollock Mill and Elevator Co., being a half owner.

Z. O. Smith, who came from California a few months ago and opened a grain brokerage business in Kansas City, Mo., has quit the business, which will be continued under the management of B. C. Christopher, J. K. Davidson and J. B. Bracken.

The Brinson-Judd Grain Co., of St. Louis, Mo., has purchased the large elevator at Seneca from Chas. Orthwein & Sons. It is the intent of the new owners to put in a corn shelling and cleaning plant, and shell corn in transit, which may be loaded in the ear at stations west of Seneca in Indian Territory or Oklahoma. This elevator has a capacity of 150,000 bushels.

The Kansas City, Ft. Scott & Memphis Ry Co.'s elevator at West Memphis, which the road tore down some time ago, has been removed to Kansas City, Mo., and is being erected in Rose-dale. This elevator has a storage ca-

capacity of 200,000 bushels and is capable of handling 50,000 bushels of grain in a day. This makes a nice addition to Kansas City's grain facilities.

The Kansas Grain Dealers' Association's weight checking bureau at Kansas City, Mo., is now in good working order. The joint committee composed of N. B. Hieatt, Willis, Kan.; E. J. Smiley, Concordia; L. Cortelyou, Muscotah; H. L. Strong, Coffeyville; for the Kansas Grain Dealers' Association and B. C. Christopher, of the Kansas City Board of Trade, appointed G. N. Consley, of Wichita, as manager of the checkmen, and fifteen assistants who will watch the weighing of grain at the different elevators at Kansas City, thereby protecting the shippers from shortages.

WISCONSIN.

The new elevator at Merton, Wis., is nearly completed.

May & Co., of Cambridge, Wis., are moving their elevator to a new site.

The C. M. & St. P. Ry. report a shortage of cars for handling Wisconsin grain.

The Kewaunee Grain Co., of Kewaunee, Wis., recently shipped a cargo of rye to Milwaukee.

Warwick & Cole, of Oshkosh, Wis., will build a new elevator, to have a capacity of 10,000 bushels.

For the week ending Oct. 29 the elevator at Washburn, Wis., shipped about 700,000 bushels of grain.

The Cargill Grain Co. has leased the grain warehouse at Greenleaf, Wis. Dave Patterson will be in charge.

The American Malting Co.'s elevator at Milwaukee, Wis., which was recently almost wrecked by the car-ferry She-nango No. 2, is in its original position again.

S. M. Meyers & Co., millers at Independence, Wis., are building an addition to their mill, and will install a grain separator and prepare to handle all kinds of grain.

MICHIGAN.

Bay City, Mich., mills are paying the farmers 67 cents a bushel for their wheat.

The Commercial Milling Co., of Detroit, Mich., are building a new elevator 41x39 feet to cost \$6,000.

The Elkton Mercantile Co., of Elkton, Mich., has been making repairs and generally overhauling its elevator.

The Hopkins elevator at Breckenridge, Mich., has been sold. Early Thomas, of Hemlock, is the purchaser.

Port Austin, Mich., has become quite a grain center this fall, Wallace Bros. alone are receiving on an average of 1,000 bushels a day.

The grain receipts at Grand Rapids, Mich., for the month of October, are: wheat, 346 cars; corn, 41; oats, 45; rye, 2; hay, 27; flour, 16.

Fairgrove, Mich., boasts of having one of best equipped and most perfectly constructed elevators in the state, though not the largest.

P. & J. Ver Hage's elevator, at Zeeland, Mich., caught fire on the night of Oct. 21, but the fire was discovered and extinguished before much damage was done.

The Richmond Elevator Co., of Richmond, Mich., report that they have handled more grain in the month of Octo-

ber than in any one month since the company has been in existence.

Theodore Marsden, who for the past two years has managed the Port Huron, Mich., office of Evarts & Co., grain and stock brokers, has accepted the management of the Toledo branch of the same firm, and will take charge Nov. 15. Edward Wright will succeed Mr. Marsden in the Port Huron office.

A new elevator will be built at Detroit, Mich., it will be a private house, and will be called elevator "C." It will be built by an incorporated company, with a capital of \$25,000, the incorporators are Frank T. Caughey, Charles M. Carron and Alonzo B. Allen. This elevator will be located on the Michigan Central tracks and used for receiving, cleaning and storing grain and seed.

MINNESOTA.

The Peavey elevator, at Henderson, Minn., is now running night and day.

The heavy shipments of grain from Duluth, Minn., have left hardly enough to fill the boats now there.

A movement is on foot to form a mutual elevator or grain buying association at Thief River Falls, Minn.

The farmers' elevator, at Dalton, Minn., is said to be filling a long felt want of the people in that section.

Hammer & Willnow, of Winona, Minn., have again organized as partners in the elevator business at that place.

The Northwestern elevator, at Albee, Minn., together with its contents, 25,000 bushels of wheat, was destroyed by fire Oct. 25th.

On October 27 over 600,000 bushels of wheat were sold in Duluth, Minn., for export shipment via New York, Baltimore and Philadelphia.

A. A. Ness, a grain man of Peterson, Minn., has made an assignment. His assets are \$17,000 and his liabilities about the same amount.

The case of Daniel Lynch against the Diamond Elevator & Milling Co. was taken up at Minneapolis, Minn., recently. The plaintiff sued for \$5,045 for alleged personal injuries.

During the month of October 200,000 bushels of grain were marketed in Adrian, Minn., and the amount would have been at least 50 per cent. more if cars had been plentiful.

Ex-Governor Pillsbury has let the contract to the Globe Iron Works, of Minneapolis, for putting a 6 h. p. gas engine and a 5x8 triplex pump into his residence at Lake Minnetonka, Minn.

The amount of grain handled in Duluth, Minn., in October far exceeded that of any other month on record. During that month over 20,000,000 bushels of grain, mostly wheat, was received and shipped from that city. This beats previous records by about 8,000,000 bushels.

The farmers of Northern, Western and Southwestern Minnesota are much alarmed over the condition of grain and justly so. Pessimists say the rains of the past two or three weeks has made it impossible to thrash, the ground being so moist that it is impossible to haul machinery through the fields. The corn that is not already spoiled will rot and sprout and wheat in the shock will be ruined. Over 10,000,000 bushels of wheat in shock in the Red River valley may be ruined. Much of it stands a foot deep in water. If this freezes it

will be fit only for pig feed. The only unthrashed wheat in Minnesota which seems to be safe is in the southern part of the state.

CANADA.

Dunham & Co. have opened a grain, hay and feed business at Cascade, B. C. The Northern Elevator Co., of Winnipeg, Man., will erect a 15,000 bushel elevator at Solsgrith, Man.

A. J. Green, a wholesale grain and produce dealer at Essex, Ont., has removed his headquarters to Windsor, Ont.

It is said that an Ontario miller recently cleaned a ton of dirt from a car of Manitoba No. 1 hard wheat. Freight rates must have dropped.

W. W. Ogilvie, of Montreal, who has 64 elevators in Manitoba, and the territories, says there is 40,000,000 bushels of wheat in that region against 22,000,000 bushels last year, and 5,000,000 bushels of oats against 1,000,000 bushels last year.

Insurance companies composing the Manitoba Grain Agreement, have patched up the differences. The agents in Winnipeg of the offending companies were ordered to cancel all policies written in violation of the agreement. The trouble grew out of the appointment of grain men as insurance agents.

NORTHWEST.

Send us your news items.

Jacobson & Hicks have built a new elevator at Hickson, N. D.

Russell & Rubedew, of Moscow, Idaho, grain dealers, have dissolved partnership. W. R. Russell will continue the business.

The reports from North Dakota are that the wheat in shock and stack is seriously injured by the continued wet weather, and in some localities is sprouting badly.

The Atlas Elevator Co. has bought the old elevator of the Porter Co., at Aberdeen, S. D., and is having it overhauled and prepared for business again. A. G. Hahn will be the manager.

The Northwestern Elevator Co.'s elevator Albee, S. D., was burned Oct. 25. The fire caught from a chimney. At the time of the fire the elevator contained 30,000 bushels of wheat.

SOUTHWEST.

The big elevator Houston, Tex., is nearing completion. It will be covered with corrugated iron.

Up to October 28 the year's receipts of corn and wheat at Galveston amounted to 5,378,866 bushels.

Complaints come from the vicinity of Sherman, Tex., that unless there are heavy rains soon the wheat crop, much of it just planted, will suffer materially.

The office and warehouse of the Houston Grain Co., Houston, Tex., were destroyed by fire Oct. 26. The loss on the grain was \$600, fully covered by insurance.

A meeting of the Taylor, Tex., Board of Trade was held Oct. 27 for the purpose of starting a movement to provide storage facilities for the grain raised in the county. The intention is ultimately to build an elevator.

J. P. Harrison, of Sherman, Tex., president of the Grain Dealers' Association

of Texas, has called a meeting of the executive committee to take place at Fort Worth. The object of the meeting is to take immediate steps to protect members of the association against short weights on corn sent through Galveston for export.

The Denver (Colo.) Republican says, the F. C. Ayres Mercantile Co.'s elevator was the scene of a peculiar accident recently. It seems that one of the many large beams supporting the bin of wheat containing 6,000 bushels broke, this support gone, some of the others broke, let the bottom of the bin down and the grain all rushed out, resembling a large wave as it flowed. The damage done will not exceed \$50.

PACIFIC COAST.

Rosalia, Wash., is receiving about 15,000 bushels of wheat daily.

News items for this department are always welcome. Send them in.

Staiger and Tucker, dealers in grain, feed etc., at Salem, Ore., have dissolved partnership.

Bob Sheffels, of Wilbur, Wash., has finished harvesting. He threshed 24,000 bushels from a crop of 1,200 acres.

McNeely Bros., of Buckley, Wash., grain and feed dealers, are making extensive improvements in their store building.

Balfour, Guthrie & Co., shipped from Tacoma, Wash., 79,028 bushels of wheat valued at \$68,000 to Cape Town, Africa, via Cape Horn.

M. L. Cave, the rye straw king of Santa Clara county, Calif., has rented the Mesa tract of about 200 acres, which he intends sowing to rye.

The wheat receipts at Tacoma, Wash., for the month of October were 2,458 cars, or 1,853,332 bushels. The remarkable feature of this crop, is the extremely high grade, nearly all being choice and No. 1, with a few cars of No. 2, and very little No. 3.

Alexander Baillie, manager for Balfour, Guthrie & Co., at Tacoma, Wash., makes the statement that the state grades of Washington are too low, so low that they are not recognized by European buyers, and that it has been necessary to adopt the Portland standard for ships to be loaded at Tacoma, according to grade.

George P. Wright, chief grain inspector of Washington, recently made a trip in the eastern Washington wheat belt, reports: "This will be the banner year for wheat in eastern Washington. The four counties south of the Snake river, Walla Walla, Columbia, Asotin and Garfield, never producing such crops before, and the same thing is true of eastern Oregon."

The State Board of Harbor Commissioners of San Francisco, Cal., has taken action in regard to the congested condition of the grain sheds on the water front and hopes to remedy the state of affairs. They have instructed Chief Warfinger to notify, in writing, the owners and consignees of grain in the grain sheds Nos. 1 and 2 that all grain must be removed within twenty-four hours, to make room for incoming grain. Any failure to comply with this order will be followed by the immediate removal of the grain in question by the Harbor Commission at the risk and expense of the owner.



"WESTERN" WAREHOUSE SHELLER.

UNION IRON WORKS

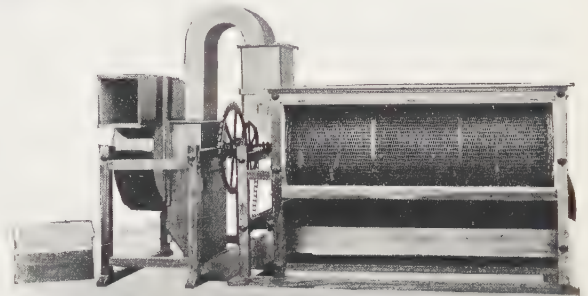
DECATUR, ILL.

Sole Manufacturers

"WESTERN" SHELLERS AND CLEANERS ...BEST ON EARTH...

Grain Elevators
...and Elevator
Machinery
...A Specialty...

PLANS MADE ON APPLICATION
BY LICENSED ARCHITECT.



"WESTERN" WAREHOUSE CLEANER.

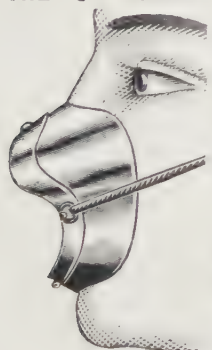
Write For Catalogue.

LEVIATHAN BELTING

Successful where others fail
Runs in dampness, heat or steam.
Most economical Belting for all purposes.

Main Belting Co., 55-57 Market St., CHICAGO.
1219 Carpenter Street,
PHILADELPHIA.
Sole Manufacturers. 120 Pearl St., BOSTON.

THE SPENCERIAN DUST SHIELD.



Absolutely prevents all
dust and obnoxious matter
from being inhaled.
It is small, but effective,
and will never wear out,
being made of brass, beau-
tifully nickel plated.
The filters are easily
changed.

Special Price, prepaid,
\$1.00
SPENCERIAN
SPECIALTY CO.
125 Dearborn St.
CHICAGO, ILL.

A. E. BAXTER ENGINEERING & APPRAISAL CO.,

BUFFALO, N. Y.

Designers of Elevators, Flour Mills, Steam
and Electric Power Plants.
Appraisers of Elevator
and Milling Property.

Remember the name...

**GRAIN DEALERS
JOURNAL**

Advertise
...in it

Subscribe for it

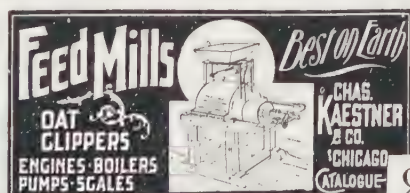
Perforated Metal For Grain Cleaners



Rubber Stamps...

Of all kinds, Inks, Pads, Stencils,
Steel Dies and Seals. Write to
Dept. B.

S. D. CHILDS & CO., CHICAGO.



Locations for Industries at Chicago.

Industries located on the line of The Belt
Railway Co., of Chicago, are afforded un-
equaled switching facilities and the ad-
vantage of connecting with all Chicago
railroads. They have the benefit of com-
petitive rates and an abundant supply of
cars for shipments at all times. Parties
contemplating the establishment of eleva-
tors and other industries in the vicinity of
Chicago are invited to communicate with
the undersigned, who will promptly fur-
nish full information in regard to location,
switching rates, car supply, etc.

B. THOMAS,
Pres. and Gen. Mgr.,
Dearborn Station, Chicago.

No Revenue Stamp Required

We are making a combined Cash
and Storage Ticket, or receipt for
grain, that does not require a reve-
nue stamp when paid at bank.

Price in books of 1000 numbered
consecutively, with stub, \$4.50.

In ordering send sample of receipt
in use now. Address

C. E. JUDD CO., DULUTH, MINN.

FUMA CARBON BISULPHIDE.

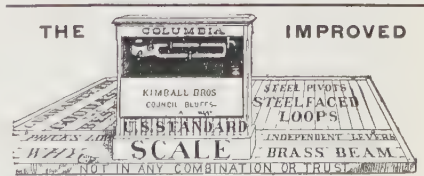
"The wheels of the gods grind slow but exceed-
ing small." So do weevil, but don't let them grind
your grain, it doesn't pay. "FUMA," as others
kill them with "FUMA," are doing.

"Why stand idly by while myriads of insects
eat what has cost so much labor to harvest?"—
H. E. Weed.

The best remedy in every respect for killing
grain insects is Bisulphide of Carbon. It is cheap,
effectual and easy to apply."—Alabama Exp. Sta.
Bulletin 61.

Send for illustrated pamphlet. It is interesting,
readable and will save you money.

EDWARD R. TAYLOR, Cleveland, O.



KIMBALL BROS., 1007 Ninth St., Council Bluffs, Ia.

TRY PENCIL POINT PENS



The best pen for figures, posting and general use on the market. Point curves toward center of holder, draws a fine round line, feels like a pencil and will not scratch, spread nor become coarser with use. The best ledger and posting pen known. Long lived.

Diamond Point No. 7 is unexcelled for general use and rapid writing. This pen glides over the surface of the roughest and poorest paper smoothly. Never wears out.

To try one dozen of either by mail, 15 cents. Or one dozen of each and six other samples of our Nickel Steel Pens, by mail, 25 cents. Stamps will do.

THE SPOT CASH PEN CO.

506 JOURNAL BUILDING, CHICAGO.

OATS CLIPPED, CLEANED AND MIXED AT THE

Nickel Plate Elevator,

Operated by **HARRY G. CHASE**, 10 Pacific Ave.
....CHICAGO....

**2 For...
\$1.50**

You can get two journals for the price of one if you will cut this out and send it with \$1.50 to the

Toledo Daily Market Report,

published daily at Toledo, Ohio, by the Franklin Printing and Engraving Co., or the

GRAIN DEALERS JOURNAL

published on the 10th and 25th of each month, by the Grain Dealers Company, at Chicago, Ill.

The price of each journal alone is \$1 per year; if both are subscribed for at the same time you can get them, one year, for \$1.50.

IT IS NOT What you pay for the advertisement, but what the advertisement pays you. It pays to advertise in the Grain Dealers Journal.

Webster's International Dictionary

Invaluable in the Home, School, and Office.

A thorough revision of the Unabridged, the purpose of which has been not display nor the provision of material for boastful and showy advertisement, but the due, judicious, scholarly, thorough perfecting of a work which in all the stages of its growth has obtained in an equal degree the favor and confidence of scholars and of the general public.

The One Great Standard Authority.

So writes Hon. D. J. Brewer.

Justice U. S. Supreme Court.

GET THE BEST.

Send for specimen pages to

G. & C. MERRIAM CO., Publishers,

SPRINGFIELD, MASS.

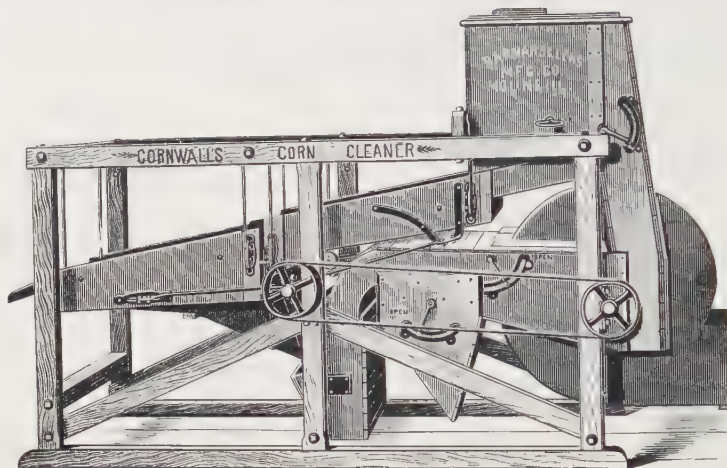


BARNARD & LEAS MFG. CO.

MOLINE, ILLINOIS,

MANUFACTURERS OF THE BEST CORN CLEANER
IN THE WORLD, VIZ. THE

Cornwall Corn Cleaner



This in connection with our **VICTOR CORN SHELLER** makes the best outfit for shelling and cleaning corn for the market that has ever been used, and we guarantee it to be such. Write us for further information and don't forget to give us a trial.

BARNARD & LEAS MFG. CO., MOLINE, ILL.

0 0 0 0 0 0 0 0 0 0

0 CIPHERS

By using a good Telegraph Cipher Code, Grain Dealers can prevent errors, reduce the cost of sending messages and prevent their contracts becoming known to agents.

0

ROBINSON'S TELEGRAPHIC CIPHER CODE,
Bound in Leather, \$2.00; Cloth, \$1.50.

0

JENNINGS' NEW ENGLAND TELEGRAPH CIPHER and DIRECTORY,
Bound in Morocco, \$3.00.

0

A-B-C INTERNATIONAL CODE, \$7.00.

STEWART'S TELEGRAPHIC CODE,

By means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than 10 letters. 25 cents.

For any of the above, address

GRAIN DEALERS COMPANY, 10 Pacific Ave., CHICAGO, ILL.

WEBER Gasoline Engines

Are Known for Strength and Durability.

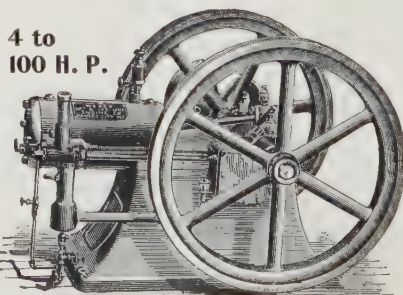
ADAPTED FOR
ELEVATORS, FEED MILLS, ETC.

Cost to Run, 1c per H. P. Hour.

Send for Catalogue.

Weber Gas & Gasoline Engine Co.

424 S. W. Boulevard, KANSAS CITY, MO.



Clarks Grain Tables

AVOID UNNECESSARY FIGURING,
PREVENT ERRORS IN COMPUTATIONS
BY USING

CLARK'S STANDARD SERIES
OF GRAIN CALCULATORS,
FOR REDUCING POUNDS TO BUSHELS.

Clark's Grain Tables for Wagon Loads reduces team scale weights to bushels. This book is prepared for use by Country Buyers. It contains 9 tables, showing the number of bushels in any load from 100 to 4,000 lbs. The first table is for reducing weight of oats to bushels of 32 lbs.; the second is for oats at 35 lbs.; the third is for barley, Hungarian grass and cornmeal at 58 lbs. to the bushel; the fourth is for shelled corn, rye and flax seed at 56 lbs. to the bushel; the fifth is for wheat, clover seed, beans, peas and potatoes at 60 lbs. to the bushel; the sixth, seventh and eighth are for ear corn at 70, 75 and 80 lbs., respectively, to the bushel; the ninth is for timothy seed at 45 lbs. to the bushel. All of the tables are printed in heavy faced type on good paper. The price of this book, bound in strong manilla cover paper, is 50 cents.

Clark's Vest Pocket Grain Tables include tables reducing any number of pounds from 60 to 100,000 to bushels of 56 lbs., 60 lbs., 48 lbs., 70 lbs., 75 lbs., 80 lbs. and 45 lbs. They are bound in tough paper and form a thin book 2 3/4 inches wide by 8 1/4 inches long. Price 50 cents.

Clark's Grain Tables for Car Loads reduces any amount from 20,000 to 64,000 lbs. to bushels, and is designed for use by Shippers and Commission Merchants. It is printed on good paper from heavy faced type and bound in cloth. It contains 18 tables, which show the equivalent in bushels of 32, 56, 60 and 48 lbs. of any amount from 20,000 to 64,000 lbs. Price \$1.50.

Bushel Values is a companion table for wagon loads. It shows the cost of bushels and lbs., when the market price is any amount from 15 cents to \$1.04 per bushel. It is conveniently arranged and easily understood. It is printed on good paper and bound in heavy cover paper. Price 50 cents.

Any of the above tables can be obtained from the
GRAIN DEALERS COMPANY,
10 PACIFIC AVE. CHICAGO, ILL.

HOMESEEKERS' EXCURSIONS.

On October 18, November 1 and 15, and December 6 and 20, 1898, the Chicago, Milwaukee & St. Paul Railway will sell round trip excursion tickets (good for 21 days) to a great many points in South and North Dakota and other western and southwestern states at practically one fare for the round trip. Take a trip west and see what an amount of good land can be purchased for very little money. Further information as to rates, routes, prices of farm lands, etc., may be obtained on application to any coupon ticket agent, or by addressing Geo. H. Heafford, Gen'l Pass. Agent, Old Colony Bldg., Chicago, Ill.

GRAIN and LUMBER

are the two great staples of the country. Many grain dealers also handle lumber. If you are one of these you will be interested in THE TIMBERMAN, the weekly journal of the entire lumber trade. The regular price of THE TIMBERMAN is \$3.00 per year. Yearly subscription will be received for both THE TIMBERMAN and the Grain Dealers' Journal in combination at \$3.00 for the two, remittance for which may be sent to either paper. Sample copies of THE TIMBERMAN may be had free upon application to J. E. Desebaugh, Editor and Proprietor, 334, 370 Dearborn St., Chicago.

The Grain Dealers Journal
... Costs but \$1 a year

NATIONAL STORAGE COMPANY.

Established 1886.

Originators of the Storage Warrant System applied to Warehousing on Owner's Premises.
Full information furnished on request.

217 First National Bank Building, - - CHICAGO, ILL.

SHORTAGES

Will occur in your shipments of Grain and you will never know it unless you provide reliable weighing facilities.

THE McLEOD AUTOMATIC WEIGHER

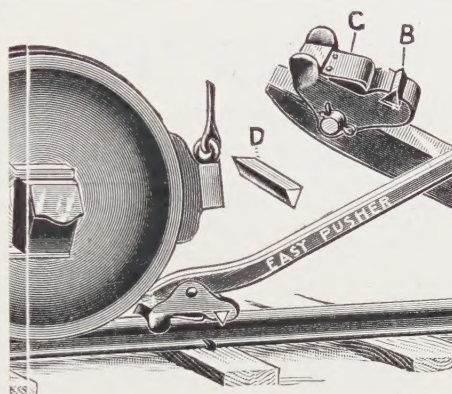
Is now used for Weighing Grain by many elevator men in Kansas and Nebraska, and every one pronounces it indispensable. It pays for itself in a short time.

THE McLEOD WEIGHER is made by McLeod Bros., of Marietta, Kan. It saves time and grain, requires little space and registers the weight automatically. For particulars, address—

ROOT & SMITH, Kansas City, Mo., General Agents
for United States and Canada.

SOLE AGENTS for Illinois, Iowa, Minnesota, North Dakota, South Dakota,
Missouri, Kansas and Oklahoma.

H. G. HART, Edgar, Neb., Sole Agent for Nebraska.



12,000

Easy Pushers

IN DAILY USE.

Weight 20 Lbs. Price \$5.00

SENT ON TRIAL.

Positively the Most Convenient and Powerful
CAR MOVING DEVICE in existence.

E. H. STAFFORD CO.,
MUSKEGON, Mich.



Clean Your Grain

with a KASPER

IT CLEANS GRAIN CLEAN.
SEPARATES CLIPPINGS FROM CLIPPED
GRAIN.
FIRST COST IS SMALL.
REQUIRES NO POWER, NO WATCHING.
WORKS WHILE YOU SLEEP.

SELF-ACTING
CLEANER.

TURN ON GRAIN when you leave at night, and several
carloads will be ready for shipment in the morning.

Owner and Manufacturer,
THOMAS WHITFIELD, 369 Wabash Avenue, CHICAGO, ILL.

HAY—GRAIN.

TWO JOURNALS \$2

Dealers engaged in handling hay as well as grain will profit by subscribing for a journal devoted exclusively to the hay trade and for the Grain Dealers Journal. THE HAY TRADE JOURNAL is published weekly by Willis Bullock at Canajoharie, N. Y., for \$2 per year. The Grain Dealers Journal is published semi-monthly by the Grain Dealers Company at Chicago, for \$1 per year. Regular dealers can get both Journals one year by sending \$2 to either Journal and mentioning this offer.

\$3 for \$2

"The official lists of the grain dealers, shippers, flouring mills, elevators and commission houses of any one of the 27 of the principal cities is alone worth many times this small sum and this is the only work which contains these lists, and they are correct and revised to date, besides the many thousands and thousands of places all over the country where grain is bought and sold!"

BEGIN RIGHT!

SEND A CHECK FOR \$3.00 BEFORE TOO LATE AND GET...

\$20.50 Worth of the Most Valuable and Up-to-Date Advertising and Works relating to the Grain Trade **FOR \$3.00**

Read the Greatest Offer Ever Made to anyone who Operates an Elevator or Flouring Mill, who is a Grain Buyer or seller, a Grain Commission Merchant, a Track Buyer or Seller, or Anyone who desires to reach any of this class of customers.

SEND YOUR CHECK FOR \$3.00 and you will get the following works and advertising worth **\$20.50** expressage fully prepaid.

Clark's Grain Dealers' and Shippers' Gazetteer for 1897-98, 300 pages, 9x12 inches, bound in cloth.....	regular price, \$ 5.00	Total \$20.50
Space of fourteen agate lines for your advertisement in same.....	regular price, 10.00	
Clark's Grain Dealers' and Shippers' Gazetteer for 1899, 500 pages, bound in cloth.....	regular price, 5.00	
Clark's Grain Tables. "Bushel Values," bound in Hercules Manila.....	regular price, .50	

ALL FOR \$3.00 WITH ORDER, Expressage Fully Prepaid. Was Ever Such an Offer Made Before? Think of It! FOR \$3.00

Clark's Grain Dealers' and Shippers'Gazetteer....

Contains the Official List of Flouring Mills, Elevators, Grain Dealers, Shippers and Commission Merchants Located on ALL THE RAILROADS THROUGHOUT THE UNITED STATES AND CANADA.

To the Individual or Firm Receiving this Issue of the Grain Dealers Journal:

GENTLEMEN:—Your business is located on one of these railroads somewhere in the U. S., and your name has been furnished for the work by the officials of said road, as the work is issued under their indorsement and with their co-operation. To print here all the roads represented would take up too much room. Should your firm, however, be a subscriber to **Clark's Grain Dealers' and Shippers' Gazetteer** for 1898 you are aware of the value of the works and advertising above mentioned, and that you paid the amount asked for the entire list for the book alone. Eighty per cent. of the subscribers have renewed, as before, without premiums or advertising space as offered above. The 1899 edition of this work (now being compiled), **will include the lists of more than one hundred railroads not appearing in work for 1898.** It will be between 400 and 500 pages, handsomely bound in cloth. The roads being alive to the importance of the work, every line represented gives the lists the most careful revision, so that absolute accuracy is guaranteed. Besides, the millers and elevators are marked so that you can tell at a glance whether the firm belongs to the milling, elevator, grain buying or commission class. It contains the Grain Inspection Rules of the leading Boards of Trade, including Minneapolis, Philadelphia, Milwaukee, St. Louis, Detroit, Chicago, Cincinnati, Toledo, etc., the list of officers of the leading Boards of Trade, and other information of interest and profit to proprietors of elevators, flour mill owners, grain dealers and shippers, commission houses and track buyers, and concerns who desire to reach this class of customers. The price of the work hereafter will be \$5.00, but should you feel like taking advantage of the above you may do so, if you send your remittance—in that case you can have the entire list sent by express fully prepaid for only \$3.00. Here's an opportunity to get an immense amount of up-to-date information and valuable advertising for a very small sum. Any of the items mentioned are worth more than the price asked for all. Remember, only \$3.00 pays for the entire lot. Send at once so as not to be too late, and inclose "copy" for your advertisement. Write advertisement plainly, as "proof" cannot be shown. Address

CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Building, Chicago.

It Has Occurred to Us

held. Do you believe these hard headed business men would send a renewal for a work that did not pay them? They paid the price asked and received no premiums. **You get \$20.50 worth for \$3.00.** Send at once. There are also a few letters from old advertisers in the previous work who send renewals. Your advertisement ought to pay you the same or even better than it does them. A medium that an advertiser who has thoroughly tested it says is good must be very good. Send us your order at once.

That all an advertisement might say would not influence you as much as to print (as we do below), the names of old subscribers whose orders for the 1898 work were received in one day's mail recently. It shows the diversity of the circulation of this great work and the high esteem in which it is

Chase, Hibbard Milling Co.....Elmira, N. Y.
The Weston Mill Co.....Scranton, Pa.
Jesse Jones & Son.....Norfolk, Va.
J. Chas. McCullough, Exp'r.....Cincinnati, O.
Southern Grain Co.....Kansas City, Mo.
Santona Roller Mills.....Santona, Iowa.
Saginaw Milling Co.....Saginaw, Mich.
Chas. A. Ayres & Co.....Martinsville, O.
Griffiths & Hayes, Ag'l Imp.....Paoli, Kan.
Ballard & Ballard Co. Mill.....Louisville, Ky.
McCord & Kelly.....Columbus, O.
J. H. Hennesch & Co.....Cincinnati, O.
Enterprise G'n Elevator.....Binghamton, N. Y.
L. Frersdorf & Son.....Hudson, Mich.
Penn Yan Roller Mills.....Penn Yan, N. Y.
McFarlane Mill Co.....Sherbrooke, Quebec.
Dwight M. Baldwin, Jr.....Graceville, Minn.
Logan & Co., Grain.....Nashville, Tenn.

Watertown Roller Mills.....Watertown, S. D.
The Cutler Co.....North Woburn, Mass.
Bernier & Co.....St. Hyacinthe, Can.
Miner, Hillard Flour Mills.....Wilkesbarre, Pa.
B. L. Bridges & Co.....Memphis, Tenn.
S. L. Hamilton.....Ashland, Ill.
G. W. Kennedy & Son.....Shelbyville, Ind.
S. R. Lowry.....Cuba, N. Y.
Caughay & Curran.....Detroit, Mich.
Howell & Webster.....Middletown, N. Y.
Schwartz & Co.....Walcut, Iowa.
J. S. Lewis & Co.....Lockhart, Tex.
Henry Lytle & Sons.....Somers, Wis.
R. L. LeBlanc, Grain.....Chetawa, Miss.
G. A. Richards, Grain.....Guilford Center, N. Y.
J. S. Liggett, Grain.....Wellsburg, W. Va.
John Wade & Sons.....Memphis, Tenn.
George H. Swearingen, G. Store.....Dunbar, Pa.

Davis & Co., Elevators.....Nevada, Mo.
Edward J. Wilkins.....Pittsburg, Pa.
C. M. McLaughlin.....Unity, Pa.
G. L. McLane & Co.....Union Mills, Ind.
Hertz & Keever.....Kansas City, Mo.
W. M. Reid, Grain.....Bucyrus, O.
Mercer & Kulp.....Phoenixville, Pa.
E. R. Ulrich & Son.....Springfield, Ill.
J. D. Nichols & Son.....Noble, Ill.
Scott Roves' Sons.....Cincinnati, O.
Chas. H. Lindner.....Valparaiso, Ind.
E. F. Grover, Grain.....Glyndon, Minn.
C. O. Matheny & Co.....Springfield, Ill.
Robt. Elliot & Co., Grain.....Milwaukee
A. Sperling.....Dewey, Ill.
Alden F. Hays, Grain.....Sewickley, Iowa.
W. A. McLogan & Co.....Carroll, Iowa.
R. J. Gothers.....Hastings, Pa.

"In the Opinion of the Leading Millers, Elevator Owners, Grain Merchants, Buyers and Sellers, it is the Best Work Ever Issued."

SANDWICH ENTERPRISE COMPANY.

SANDWICH, ILL.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We have yours of the 27th ult., and have concluded to place our advertisements in the Gazetteer which you are getting ready for publication, accepting your offer, which we understand is the same as made last year which we used. We sign order and enclose same herewith.

Yours truly, SANDWICH ENTERPRISE CO.

By W. H. Robertson, Asst. Secy.

THE S. HOWES COMPANY.

SILVER CREEK, N. Y.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—We are in receipt of yours of the 25th and will state that we will take the page in your new book. We would just as soon use the copy that is in the old book.

Yours very truly, THE S. HOWES CO.

Per F. L. Cranston, Secy.

THE CASE MANUFACTURING CO.

COLUMBUS, OHIO.

Clark's Grain Dealers' and Shippers' Gazetteer, Chicago, Ill.

Gentlemen:—In response to your letter of recent date we inclose to you order for renewal of full page advertisement in the Grain Dealers' and Shippers' Gazetteer for the years 1897-1898. It may be of interest for you to know that our year's advertisement in the Gazetteer was a valuable one to this company, and we confidently believe that greatly aided our trade, and it is with pleasure that we renew the same for the year above indicated.

Wishing you abundant success, we remain,

Yours truly,

THE CASE MANUFACTURING CO.,

By J. F. Oglevee, Vice-Prest.

Send your order at once. \$3.00 pays for all, to be sent express charges fully prepaid. Don't forget to send "copy" for advertisement at same time. Address

CLARK'S GRAIN DEALERS' AND SHIPPERS' GAZETTEER, 10th Floor Adams Express Bldg., CHICAGO, ILL.

...THE...
ROBINSON TELEGRAPHIC CIPHER
 Saves 80% of
 Your Telegraph Bill.

IN GENERAL USE BY MILLERS, GRAIN
 AND PROVISION DEALERS, ETC.

Revised edition now ready, containing fifteen additional pages, including Quotations, Railroads, Grades of Grain, Mill Feed, Hay, phrases to meet the present demands of the trade; Bids, Acceptances, Billing, Shipping Instructions, Etc.

Price unchanged. Leather and Gift, \$2.00; Cloth Binding, \$1.50.

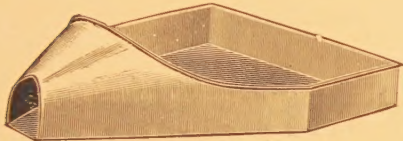
S. L. ROBINSON, 505 Rialto Building,
 CHICAGO.

When Writing Advertisers
 Kindly Mention the . . .

. Grain Dealers Journal

CHASE SAMPLE PAN

For Examining Samples of Grain.



Made of Aluminum. The Lightest Pan made, will not Rust or Tarnish, always stays Bright.
 \$1.25 at Chicago.

GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO, ILL.

If U Hav

a sign on your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousand signs spread over a great many square miles. You can't carry everybody to your sign, but the

GRAIN DEALERS JOURNAL can carry your sign to everyone in the trade. . . .
 TRY IT.

Freight Tables...

Avoid unnecessary figuring and prevent errors in computing freight per bushel by using labor saving freight tables. Amount of freight per bushel at every rate up to 50 cents per hundred shown. Copy of same, printed on cardboard with heavy-faced type, can be secured by sending six cents in stamps to the GRAIN DEALERS JOURNAL, 10 Pacific Ave., Chicago, Ill.

DIXON'S SILICA GRAPHITE PAINT

FOR TIN OR SHINGLE ROOFS AND IRON WORK. Tin roofs well painted have not required repainting for 10 to 15 years.
 IT IS ABSOLUTELY WITHOUT AN EQUAL.

If you need any paint it will pay you to send for circular.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

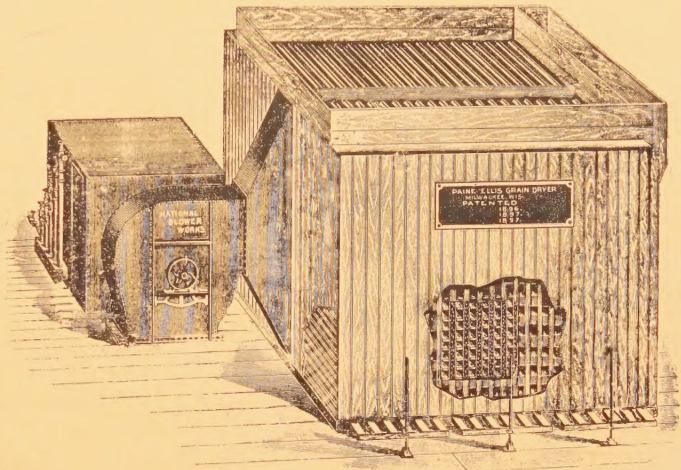
\$50.00 Reward for First Notice of Any Infringement.

**THE PAINE-ELLIS
 GRAIN DRIER**

is THE ONLY
 PRACTICAL
 DRIER that will
 successfully handle grain
 containing from 5 to 40 per
 cent moisture.

OPERATION
 AND
 CAPACITY
 GUARANTEED.

CAPACITY
 FROM
 50 to 2,000
 BUSHELS
 PER HOUR.



Write for...
 Catalogue and
 Particulars.

The Paine-Ellis Grain Drier Co.,

Nos. 52 and 53

Chamber of Commerce,

MILWAUKEE, WIS.

Conveying, Elevating and Power-Transmitting Machinery

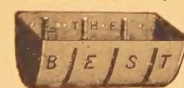
H. W. CALDWELL & SON CO.

SPECIALTIES FOR MILLS AND GRAIN
 ELEVATORS.

GENERAL MACHINISTS,
 127, 129, 131, 133 West Washington St.
 CHICAGO.

CALDWELL
 STEEL CONVEYOR.

Manufactured exclusively by us at Chicago, with latest improvements.



CALDWELL CORRUGATED SEAMLESS
 STEEL ELEVATOR BUCKETS.

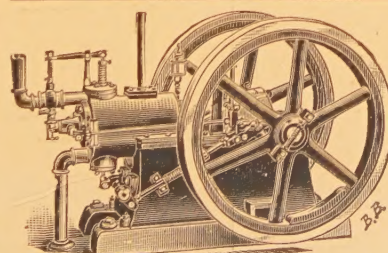
LINK BELTING
 SPROCKET WHEELS.
 COTTON BELTING.
 RUBBER BELTING.
 LEATHER BELTING.
 BELT CLAMPS.
 POWER GRAIN SHOVELS.
 ELEVATOR BOLTS.
 ELEVATOR BUCKETS.
 CONCRETE MIXERS.

FRICTION CLUTCHES.
 JAW CLUTCHES.
 COLLINGS.
 FLEXIBLE SPOUTS.
 GEARING (all kinds).
 GRAIN SCOOPS.
 ELEVATOR BOOTS.
 COGSWELL MILLS.
 HANGERS.
 PERFORATED METALS.

PILLOW BLOCKS.
 IRON PULLEYS.
 WOOD PULLEYS.
 SHAPING.
 SET COLLARS.
 SWIVEL SPOUTS.
 TAKE-UP BOXES.
 TURN HEAD SPOUTS.
 WIRE CLOTH.



VERY SEAMLESS STEEL
 ELEVATOR BUCKETS.



**Flour City
 Gasoline Engines..**

SUBSTANTIAL.
 STEADY MOTION.
 SAFE. SAVES EXPENSE.

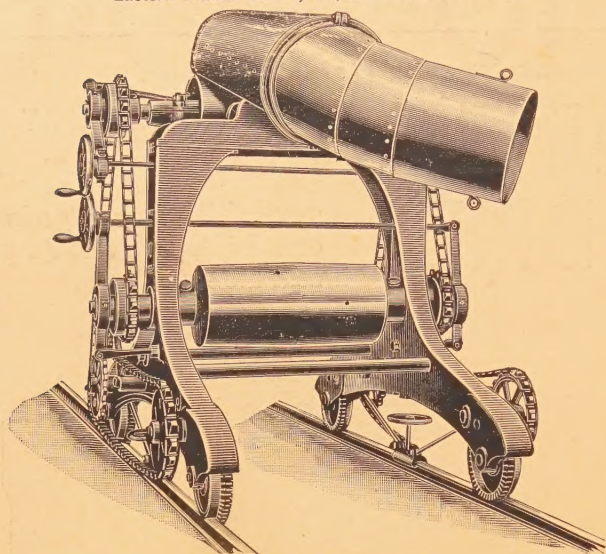
KINNARD PRESS CO., MINNEAPOLIS, MINN.

WEBSTER MFG. CO.

General Office and Works:

1075-1097 W. 15th St., CHICAGO.

Eastern Branch 38 Dey St., NEW YORK, N. Y.



Self-Propelling Tripper.

We Manufacture the Most Complete Line of....

SEND FOR OUR
CATALOGUES.

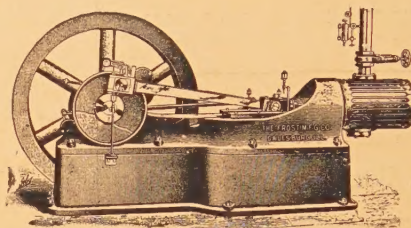
GRAIN ELEVATOR
MACHINERY

of any firm in this country. We make a specialty of Complete Equipments for Grain Elevators from 5,000 to 2,000,000 bushels capacity.

GASOLINE ENGINES

STEAM ENGINES

BOILERS



Elevator Machinery and Supplies
of all kinds.

THE FROST MFG. Co.

130 Simmons St.

GALESBURG, ILL.

ELEVATOR BUCKETS....

BOLTS, ETC. ELEVATING, CONVEYING and
POWER TRANSMITTING MACHINERY.
WRITE FOR CATALOG.

W. A. Jones Foundry and Machine Co.

57-59 So. Jefferson St., CHICAGO, ILL.

IMPROVED GRAIN ELEVATOR ...MACHINERY...

Power Grain Shovels,
Belt Conveyor
Trippers,
Elevator Buckets,
Elevator Boots,
Spiral Conveyor,
Loading Spouts,
Belting, Etc.



Write
For Complete
Illustrated Catalogue.

Rope Transmissions,
Pulleys,
Hangers,
Pillow Blocks,
Couplings,
Friction Clutches,
Shafting, Etc.

WELLER MFG. CO. Main Office,
118-120 North Ave. CHICAGO.

WE CAN FURNISH OUR
AJAX TRANSMISSION ROPE
IN ALL LENGTHS AND SIZES DESIRED.

